NATIONAL PETROLEUM NEWS

Vol. 42 August 30, 1950 No. 35

Own Tire Guarantee Sparks Jobber's TBA Drive

Conferences with dealers like the one shown above are a part of the TBA program of Jack Neal Sales Co., separate TBA corporation formed by Jack Neal, Inc., San Antonio, Texas, oil jobber. The TBA organization issues its own tire guarantee. It also carries a full line of nationally advertised TBA products, and operates its own budget plan. Shown standing in picture to conduct the meeting are (left to right): Leslie R. Neal, president of Jack Neal Sales Co., and Cal Self, tire company representative. Illustrated story starts on p. 16.

Bureaucratic Waste—How to Prevent It

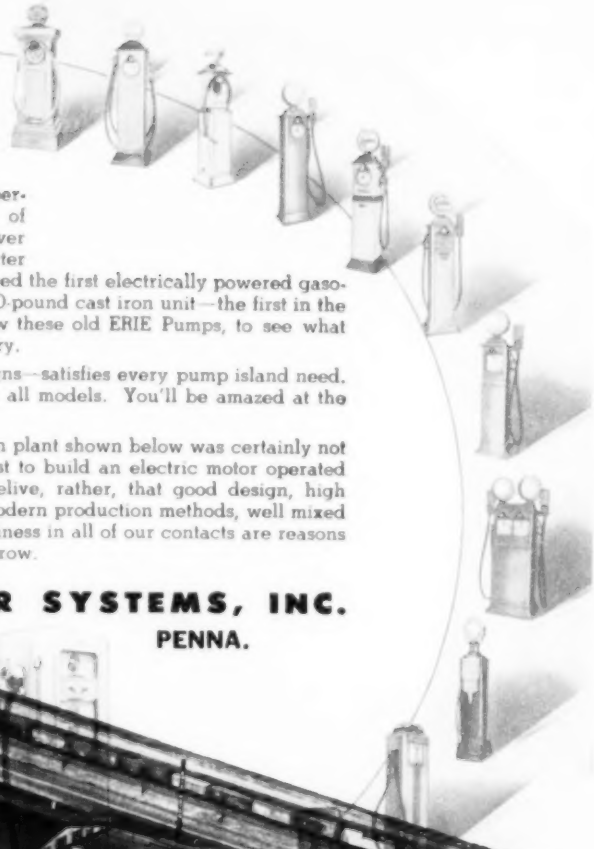
The oil industry faces a challenge in the need to head off a repeat performance of government inefficiency in handling World War II business problems. An article by National Petroleum News Editor Warren C. Platt suggests action by industry leaders to prevent bureaucratic waste and error. See p. 22.

Collapsible Hose Cuts Delivery Costs

Collapsible hose, which is being used to refuel aircraft, may offer time and cost savings if applied to fuel oil delivery. Feature of system is a jet eductor, used to collapse a ribbon-like rubber hose. Probable advantages are a reduction in driver fatigue, and faster delivery. See story on p. 20.

ERIE

FIRST TO BUILD ELECTRIC MOTOR OPERATED GASOLINE METER PUMPS *for Service Stations*

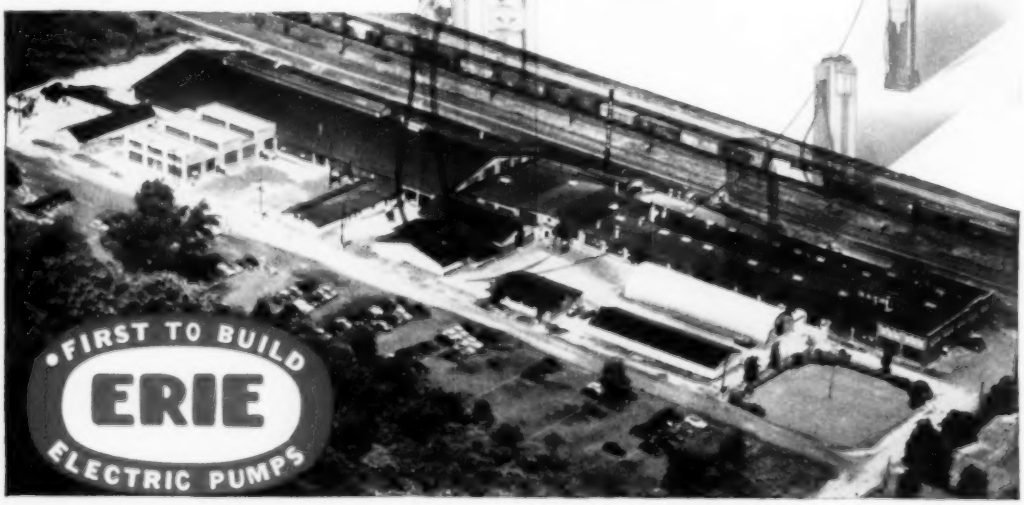


TODAY some 300,000 service station operators over the U. S. A. meet millions of motorists every day at the pump island and never give a thought to the fact that only a brief quarter century ago, two brothers in Erie, Pa., developed the first electrically powered gasoline pump for service station use. It was a 600-pound cast iron unit—the first in the panorama of ERIE Pumps at the right. Review these old ERIE Pumps, to see what changes have taken place in our active industry.

Today, ERIE with five popular pump designs—satisfies every pump island need. Major unit assemblies are interchangeable in all models. You'll be amazed at the easy accessibility for adjustment or repair.

ERIE'S large modern plant shown below was certainly not the reward for being first to build an electric motor operated gasoline pump. We belive, rather, that good design, high quality standards and modern production methods, well mixed with fairness and friendliness in all of our contacts are reasons why ERIE continues to grow.

ERIE METER SYSTEMS, INC.
ERIE 6 PENNA.



How well prepared is the American oil industry to meet the nation's emergency needs?

ON EVERY HAND, American oil men have been questioned as to the industry's ability to meet the nation's needs in the light of swiftly moving developments. The facts are reassuring.

The American oil industry is better prepared today than ever before to meet any national emergency. Our domestic capacity to produce and refine petroleum has increased around 25 per cent since the peak demands of World War II—during which the Armed Forces of this nation and its Allies never lacked for oil, and all essential civilian needs were met.

In the months immediately ahead, with minor dislocations to be expected, we should be able to furnish all of the military demands for oil products and supply the civilian needs for gasoline and heating oils.

Based on the assumption that the military need for oil will increase only as greater amounts of equipment and manpower are engaged in using it, there should be no demand in the immediate future that the industry cannot readily supply.

As to the long range view, no one can predict with complete accuracy what the military needs for oil products may be. The extent to which we will be called upon to supply gasoline, jet and other aviation fuels, fuel oil, Navy special fuels, and other military requirements for petroleum, obviously depends on the turn of international events.

Although we cannot know all that is ahead, the record of our industry is reassuring. In the five years since the end of World War II, American oil companies have been rebuilding, improving and expanding their facilities and creating a substantial reserve productive capacity.

Compared to the peak war year of 1945, total U.S. crude oil production capacity has been increased 27%, refining capacity has been increased 21%, and proved crude oil reserves have been increased 24%.

In these five years American oil companies plowed back into their business more than 8 billion dollars for exploration and development and to provide these new facilities—the great bulk of this from operating profits.

This record and the traditional skill and ingenuity of the American oil industry, give assurance that supplies and facilities will be expanded and adapted with maximum speed and efficiency to meet whatever needs may develop, provided that necessary steel and other essential materials are made available.

America's thousands of oil companies owe their continued progress to the fact that they are privately managed and have competed vigorously for the privilege of serving America better.

The key to the strength of the American oil industry is the driving force of competition. This strength must be preserved if the United States is to remain a power for peace. Even with national planning and restrictions, the nation must continue to rely on private management, and although close and full cooperation with governmental agencies is necessary in times of emergency, nothing should be done that will impair the incentive for competition in normal times.

The industry will be able to supply the largest possible volume of our national petroleum requirements if we have the largest possible freedom in our operations.

I know that every oil man shares my confidence that this industry can and will continue its record of meeting every challenge on its own initiative.

Very truly yours,

Frank M. Porter

President, American Petroleum Institute

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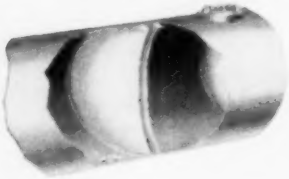

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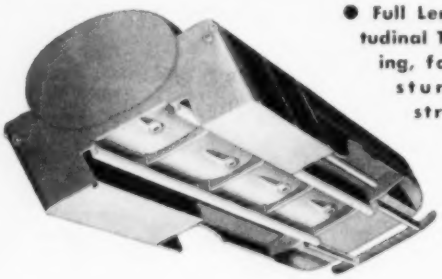

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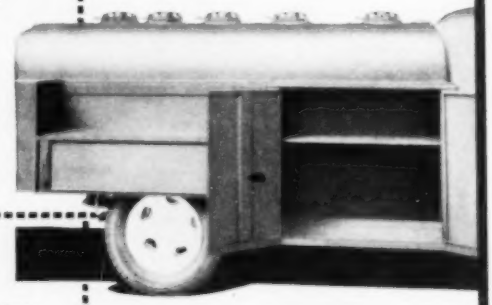

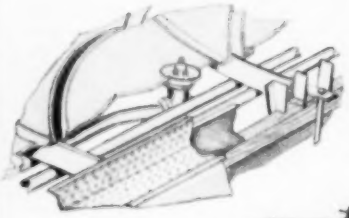

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TRI-SURE PRODUCTS LIMITED, ST. CATHARINES, ONTARIO, CANADA

AHEAD OF THE NEWS

NEW TYPE BRAKE?—New electrically-controlled device employing a "fluid drive" principle developed by Eaton Manufacturing Co., Cleveland, may soon mean grab-free and non-freezing brakes for trucks. Device employs a "Magnefluid"—composed of graphite and powdered iron—and is actuated by a magnetic force. The mixture "freezes" according to the amount of electricity applied. Howard J. Findley, Eaton's manager of research, says tests show no wear on operating surfaces, indicating that brake wear would be virtually eliminated. Also, unlike conventional braking systems, this unit will not freeze or grab as the result of heat generated by extended brake application, as is so often the case of heavy duty trucks operating in hilly country. Unit also is said to be applicable to passenger car use, but current thinking is directed primarily to its adaption for truck use.

• • •

CHLORINE PINCH—Government officials in Washington fear a shortage of chlorine, used as a catalyst in refining operations, may develop if a strike in several big chemical companies is not settled quickly. Two of the strike-bound plants, these officials said, are the major producers of chlorine in this country. The same plants also are big producers of caustic soda, another chemical necessary for refining.

• • •

COLLECTIONS SLOWDOWN—A close watch on collections is being urged by a Midwest jobber association after finding many members complaining that even some "good as gold" accounts have been slow. Other sources say evidence points toward the fact that slow accounts may be using money they owe the jobber to buy new farm equipment, automobiles and other "war-scare" items.

• • •

TANKER OUTLOOK—National Petroleum Council's tanker subcommittee probably will report that there is enough tanker tonnage available to the U. S. to meet peacetime and Korean crisis needs. However, it likely will say that additional ships under friendly flags are necessary in the event of all-out war.

• • •

TAX PRESSURE EASED—Texas gasoline tax picture is brighter as a result of Railroad Commission increases in oil allowables, totaling 800,000 b/d since March. This means a $35 million-a-year boost in state government income. The extra cash will postpone an expected state deficit. Although it probably will not head off demands for an increase in Texas' 4c per gal. rate when the legislature meets in January, it will make the need for a tax hike less acute.

LABOR SCRAMBLE—Young men for service station jobs may be very hard to find in another week or two, as the combined effect of the return-to-school movement and the pull of war industries thins out the flow of good applicants. More help wanted ads are appearing in the newspapers, as a definite falling off in both quality and number of job seekers is noted by oil industry employment offices. There is beginning to be a problem, too, in filling a number of oil industry jobs in offices, and in refineries, of the kind usually starting young men as beginners.

• • •

DIVORCEMENT ATTEMPT—A plea for marketing divorcement, as well as revocation of charters to do business, may be made in the antitrust suit being prepared against oil companies in Michigan by the state attorney general's office. An oil price investigation by the state is now underway, with decision as to filing the suit hinging on its results. Michigan Petroleum Assn. reports many oil companies have received questionnaires asking for information.

• • •

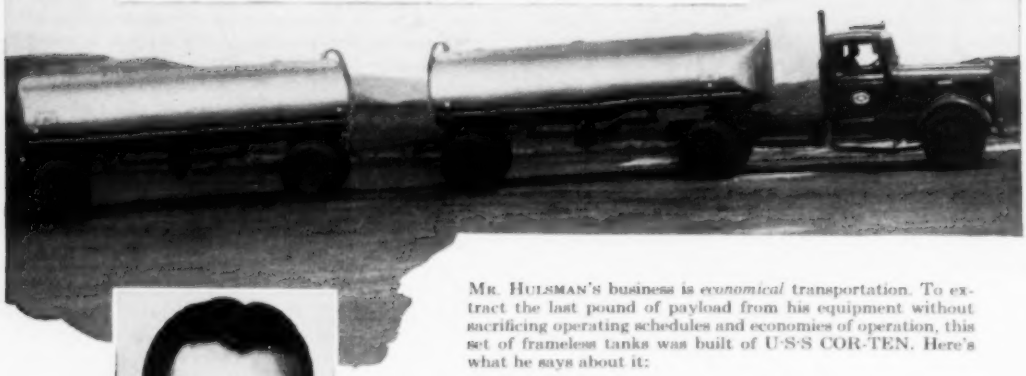
WAR FEARS—Despite the Korean War, Midwest jobbers are proceeding with plans to enlarge their bulk plants and purchase new equipment for serving their farm consumers. At first they wondered whether they should call off their expansion programs. But now they feel the added facilities will be needed more than ever to serve vital petroleum products to the farmer, who will be called upon to produce more foodstuffs than ever before in the event of a global war. With farm demand for oil products at an all-time high this summer, many jobbers had planned an expansion program out of necessity, but became worried about prices and shortages of steel and other materials after the Korean invasion. Construction of new service stations is likely to suffer because of the war. However, jobbers fear the possibility of gasoline rationing at the service station, and for this reason are planning to put their expansion funds into facilities that will serve the farm consumer.

• • •

SATURATION BY 1960—At least one large automobile manufacturer, in projecting its sales picture as a part of its long-range planning for expansion over a 10-year period, has concluded that passenger car registration in U. S. will not go much above the 48 million mark by 1960. NATIONAL PETROLEUM NEWS, in its forecast in July (see NPN July 19, p.26) estimated 1960 total motor vehicle registration at about 58.4 million, of which about 47.4 would be passenger cars.

"Our experience is an unqualified 100% endorsement for U·S·S COR-TEN"

says MR. W. C. HULSMAN
of the Hulsman Transportation Company, Santa Rosa, Calif.



MR. HULSMAN'S business is *economical* transportation. To extract the last pound of payload from his equipment without sacrificing operating schedules and economies of operation, this set of frameless tanks was built of U·S·S COR-TEN. Here's what he says about it:

"We are extremely proud of this unit, since it is a six compartment train, pulled by a Kenworth Diesel, with a legal capacity of 7,920 gallons. We firmly believe that it is the finest piece of gasoline equipment in California . . .

"The frameless tanks have traveled 175,000 miles and not a single defect has shown up. All our other tankers, too, are made from Cor-Ten, and have traveled approximately 375,000 miles each, with no flaws apparent."

Frameless construction made possible by the use of COR-TEN Steel increased this tanker's capacity by 420 gallons. It was designed and constructed by the Industrial Steel Tank and Body Works, using Reliance Trailer and Truck Company running gear.

Deadweight has been turned into dollars in this tanker train. These frameless tanks carry 7,920 gallons of gasoline—one of the largest payloads in this field—420 gallons *more* payload than can be carried by a similar set using conventional trailer frames.

Frameless tank construction like this would not be feasible without the use of steel as strong and tough as U·S·S COR-TEN. By reducing weight and adding strength to this design COR-TEN makes it possible to increase payload capacity, and gives the equipment the necessary stamina to insure long time service.

Find out how you can apply U·S·S COR-TEN to *cut the weight and cut the operating cost* of your equipment. Find out how COR-TEN will reduce maintenance costs by its greater resistance to atmospheric corrosion, to road shock and wear. A letter to our nearest office will put you in touch with our engineers who will gladly give you all the facts about U·S·S COR-TEN.

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UNITED STATES STEEL

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MULTI-PURPOSE ALL-WEATHER LITHIUM-BASE GREASE

the only grease rated SUPERIOR in toughest wheel bearing test.

WHEEL BEARING TEST AT 275°F

GREASE	FLOW OF GREASE FROM HUB	GREASE SLUMPED ON TO SPINDLE	LEAKAGE PERCENT	OVER-ALL RATING
A	All	Slight	Approx. 20%	Failed
B	All	None	Approx. 80%	Failed
C	All	None	Approx. 70%	Failed
D	75%	Slight	Approx. 11%	Failed
E	All	Excessive	Approx. 22%	Failed
F	All	None	Approx. 50%	Failed
G	Slight Oil	None	Approx. 7%	Borderline
H	All	None	Approx. 10%	Failed
INLUCITE 21	None	None	Less than 0.5%	Superior

Too many greases that pass standard wheel bearing tests fail in actual usage. That's why International insisted on tougher tests—at higher speeds and temperatures (275°F), and with water added to the greases. Numerous greases were tried, and at the completion of the tests, all of the grease samples A, B, C, E, F, and H, and three-quarters of the grease sample D had run out of the hub. A small amount of grease samples B and E, and an excessive amount of the grease sample F had slumped on to the spindle. INLUCITE 21 showed only one-half of one percent leakage, and none had slumped on to the spindle or run out of the hub. No other grease provides such an invaluable margin of safety . . . INLUCITE 21 is made under our exclusive patented process.

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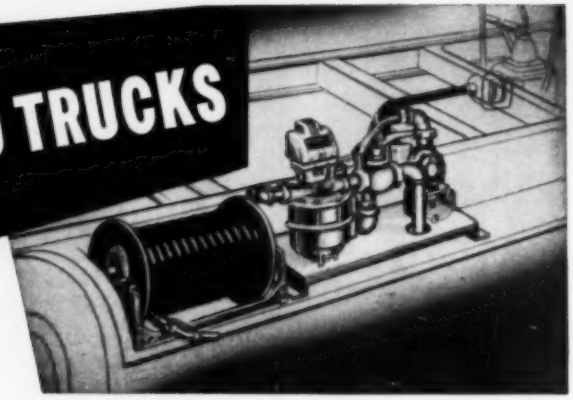

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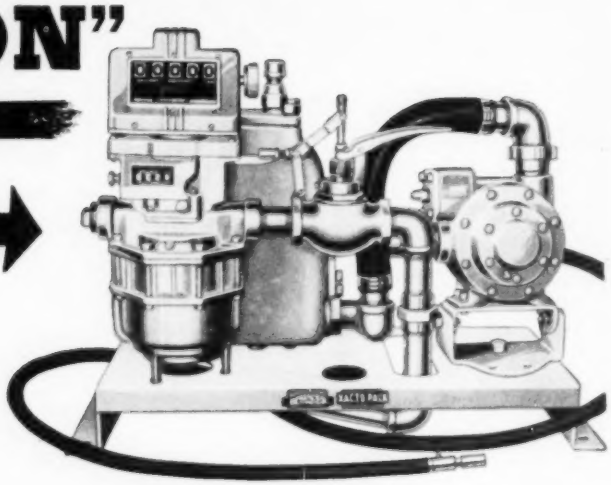

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YOU CAN INSTALL IT YOURSELF -- IN A JIFFY!

All you do is mount the take-off on the transmission—the meter pumping unit on the curb side or in rear bucket box—connect flexible cable drive—attach short hose and quick connectors between faucets and pump—and you're ready to go!

And it's easy to transfer to another truck because there's no pipe or fittings to salvage.

Many fuel oil dealers claim they've saved $150.00 on totally installed costs as compared with the conventional pipe and manifold job.

An ideal unit for farm and small consumer deliveries.

BOWSER, INC. 1301 Creighton Avenue, Fort Wayne 2, Indiana

WASHINGTON

Oil, Gas and Coal Reserves Block Bill to Investigate Peat as Fuel

By Daniel L. Harbour, Assistant Washington Editor

Languishing in the House Public Lands Committee files is a bill sponsored by a group of Minnesota congressmen to authorize government funds for experiments in the development and use of peat as a commercial fuel. It seems as if Minnesota has an ample supply of the swamp bogs from which peat could be dug, dried, and blocked.

The committee held a one-day hearing on the bill, but apparently is not disposed to take any further action.

In addition to the Minnesotans, the bill, however, got an endorsement from a Department of Defense official who said it was his "personal" view that expenses of the Marshall Plan might be cut if the U. S., instead of sending coal and oil to Western Europe, were to encourage the use of native fuel sources, such as peat bogs. He said peat would compare favorably with certain types of coals when it is dried out.

On the other side of the fence was a representative of the Department of Commerce who saw little need for the bill, explaining:

"In the light of our known fuel reserves and especially in light of the availability of large reserves of higher grade fuels, it is not likely that the present and future supply and demand situation would justify expenditures for research on the utilization of peat for the purpose of transporting and marketing the commodity as a fuel in competition with higher grade coals, oil, and gas."

Evidently the latter statement impressed the committee most because apparently they are still riding with coals, oil, and gas.

* * *

For whatever it is worth, here's what the ambitious Federal Trade Commission replied to an advertising agency which asked FTC what percentage should be added to basic cost in selling a product:

"The Federal Trade Commission does not have information of this kind available for distribution and could not, with propriety, furnish it if it were available.

"No principle is more firmly established under the anti-monopoly laws than that it is an unreasonable restraint of trade and an unfair method of competition for enterprises in the same lines of business to agree upon selling prices or upon significant elements in selling prices. It is also well established that an agreement is found where there is an actual meeting of the minds, whether or not there has been a formal exchange of views or a formal drafting of the agreement, and whether or not the agreement was reached through an intermediary. Accordingly, your search on behalf of your client for an 'accepted' ratio of cost to final selling price is one which, if successful, might subject both that client and your agency to serious legal risks. In the FTC case against Building Material Dealers Alliance, decided Dec. 30, 1937, one of the charges sustained against the respondents was that they had agreed upon a mark-up above cost.

"If your client desires to price his product by adding to the basic cost a mark-up to cover expenses of distribution and profits, his safest course is to base that mark-up upon his own estimates of the amount of these costs, the way they will be affected by changes in volume of business, and the way in which the demand for his product will be affected by its price."

* * *

Otis Ellis, the new and first Washington representative for the National Oil Jobbers Council, is taking things slow and easy for a while in order to make a thorough study of jobber problems. This he would rather do, he said, instead of "jumping on a horse and riding off in six different directions before I know where I am going."

* * *

For some reason or other a lot of congressmen have tongue-twisting trouble with the "Sherman Antitrust Act." Frequently, when a congressman gets excited at a hearing it comes as "The Anti-Sherman Trust Act."

* * *

House Public Lands Committee sees no hope for getting action this year on a bill which, among other things, would authorize a $50 million project for complete geologic mapping of tidelands of the U. S. and Alaska.

OPA WPB POL PAW WMC

We thought these government agencies were gone forever; now we're not quite sure. The rumblings of a baby-sized but lethal war in Korea have Americans asking "What next?"

With the world frantically gearing itself for what might easily become a third world war, the *thinking* oil man is asking itself "How will my business survive should war come?"

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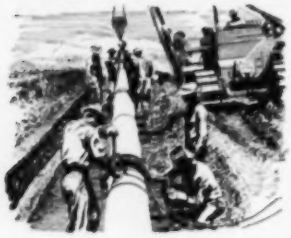
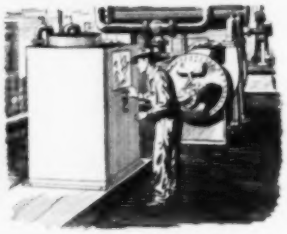
Cleveland 13, Ohio

Standard develops peacetime use for atomic energy



Salt Lake Pipe Line Company (a Standard Oil Company of California subsidiary) is completing a 566-mile pipe line between Salt Lake City and Pasco, Washington. The line will serve many points with a variety of petroleum products.

How could these products be kept separated...products ranging from diesel fuel to high-octane gasoline ...as they follow each other through this common carrier line? This problem has been solved efficiently by using atomic energy.



Each time a change to a new product is made, very minute amounts of radioactive tracer material are put into the line . . . tracer material prepared especially for this use in the Government atomic pile at Oak Ridge, Tennessee.

Using a Geiger Counter, operators at the destination can tell exactly when the radioactive tracer arrives in the pipe...and they can switch the new stream of gasoline or oil into the proper tank. The radioactive tracer is so diluted in each batch of products that only the recording made by a Geiger Counter can tell you it's there. Its radioactivity will be far less than that of a luminous watch dial.

This is one of the first commercial uses of atomic energy in American industry. But it won't be the last.

Our scientists...and those of other companies . . . are fast learning how to make this great development work for peaceful purposes. You'll see the results of this knowledge soon...not only in improved methods of transportation but in new and useful products.

STANDARD OIL COMPANY OF CALIFORNIA

plans ahead to serve you better

Next best thing to a Fire Engine

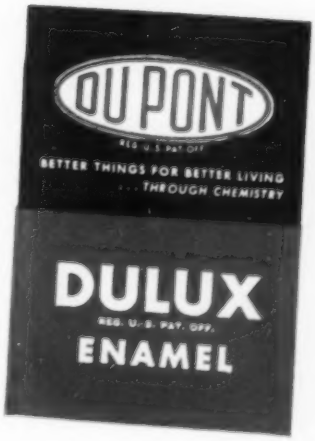
Tank trucks finished in smart DULUX colors get more attention wherever they go

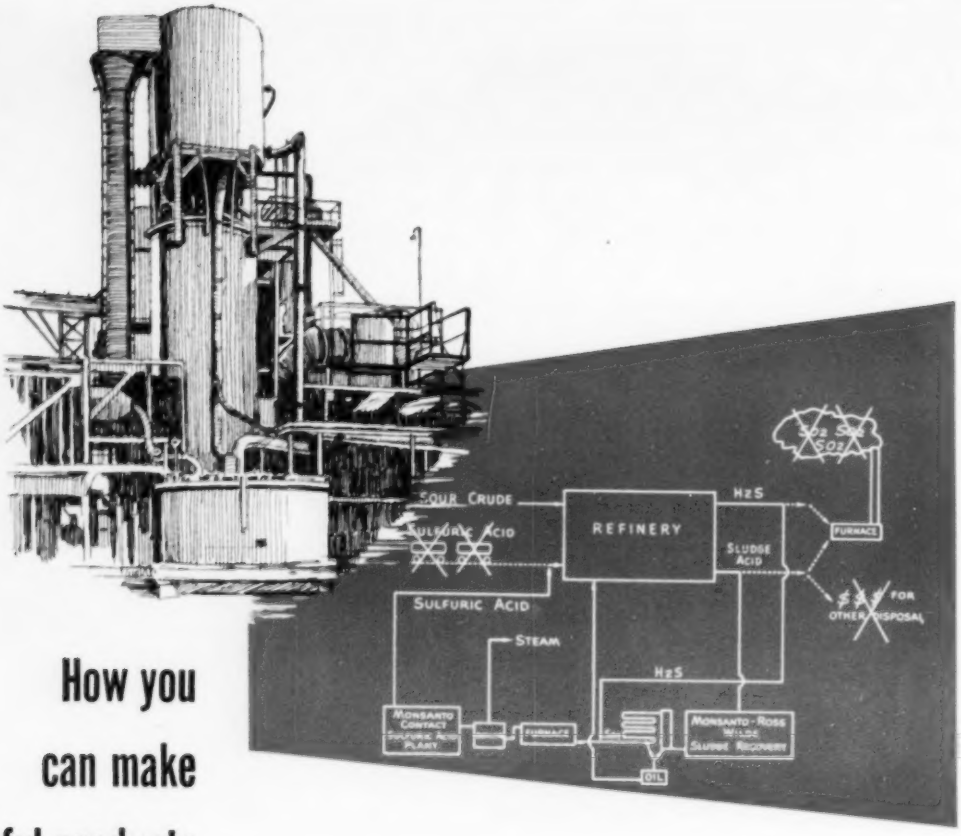
Perhaps more than you realize, tank trucks with a bright, spick-and-span appearance gain respect and admiration for your organization . . win you more business in the long run. This is one important reason why handsome, satin-smooth DULUX is standard on so many tank-truck fleets today.

But there are other reasons. Along with giving your public relations a healthy boost, durable DULUX makes fleet maintenance easier. It stands up exceptionally well to hard knocks, staining and weathering. And after rough treatment on the road, the sparkling color and gloss of DULUX can be fully restored with a quick wipedown.

So specify Du Pont DULUX for maintenance economy through less paint shop "down time". . . specify DULUX for a snappy appearance that people will admire wherever your tank trucks go!

E. I. du Pont de Nemours & Co. (Inc.), Finishes Division, Wilmington 98, Delaware.





How you can make useful products from refinery sludge

You can turn *any type* of fluid refinery sludge into useful products by the installation of a Monsanto-Ross Wilde sludge recovery unit to work with your sulfuric acid plant. In addition to making money, such installation will solve your sludge and H_2S disposal problems and improve your community relations by eliminating air and stream pollution.

If you do not have a contact sulfuric acid plant, Monsanto will build one for you that will handle SO_2 from the Monsanto-Ross Wilde installation and from any H_2S you may have.

Monsanto-designed plants, equipped with automatic controls which practically eliminate manual operation, will process any type of fluid refinery sludge. The only requirement is that sludge be reasonably free-flowing. Highly viscous sludge often can be mixed with that which is more fluid to get a usable consistency.

If you have problems of sludge and H_2S disposal and want to solve them by turning such refinery wastes into money, call in a Monsanto representative to survey your problem and explain how easy and economical it is to install Monsanto-Ross Wilde plants. For prompt action, mail the coupon, write or wire MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 1744-H South Second Street, St. Louis 4, Missouri. FREE BOOKLET gives details on sludge acid recovery. Mail coupon for your copy.

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Please send ..... Monsanto representative to survey our sludge acid and H_2S disposal problems;
..... Booklet on sludge acid recovery.

Name ..... *Title* .....
Company .....
Street .....
City ..... *Zone* ..... *State* .....

SERVING INDUSTRY . . . WHICH SERVES MANKIND

Refiners Operate at High Percentage Of Capacity to Meet Demand Increase

Operations of U. S. refineries reached 90.8%, the highest point since early 1948 in percentage of operations in relation to rated capacity, during the week ended Aug. 19 as refiners sought to keep abreast of increased civilian and military demand.

Highlights of the past week's supply and demand picture were:

1. New all-time high marks set for refinery crude runs to stills and for refinery production of gasoline (see chart).

2. Increase in crude oil and lease condensate production to within 370 b/d of the 5,707,950 b/d all-time high set during the week ended Nov. 20, 1948.

3. Decline in refinery output of distillate fuel as primary stocks gained more than 2 million bbls.

4. Shortage of tank cars across nation and river barges in Midwest hinders movement of petroleum products. New crude oil pipe lines planned from Texas to California and from Wyoming to Wood River, Ill. (see Transportation, p. 59).

5. Strike idles Shell Oil's 115,000 b/d refinery at Wood River, Ill. (see other story, p. 29).

Summer Fills—Indications that fuel oil marketers in the East have been diligent in promoting summer fillups was shown in an analysis prepared by the Independent Oil Men's Assn. of New England from Bureau of Mines data.

Analysis showed total stocks of No. 2 fuel on the Gulf and East Coasts on Aug. 12, including secondary and consumer storage, were only about 2% under last year, although inventories at refineries and bulk terminals were 23% below 1949. Takings of secondary suppliers and distributors by tank wagon rose almost 25% in the 13-week period, May 20-Aug. 12, compared with the 1949 period.

Joseph B. Wells, executive director, commented: "The current tight market at the Gulf, which has as its chief basis the low level of refinery inventories, is not the reflection of the total over-all stock picture. Total stocks appear to be about normal."

From now on, Mr. Wells added, supply problems "appear to rest on the rate of refinery production in relation to the increased demand from some estimated 400,000 or more new oil burners that will go into service this winter in Districts 1 and 3, the contingencies of a potential expansion of the war situation and the severity of this winter's weather."

Increased supply of products for the Mid-Continent is promised by Cities Service Oil Co. (Delaware), which has decided to expand and modernize its Ponca City refinery. Crude throughput will be increased by 5,000 b/d to total of 20,000 b/d.

Stocks—Latest inventory figures on four principal petroleum products line up as follows, when calculated on basis of days' supply:

Products	Week Ended 8-18-49	Week Ended 8-19-50
Finished & unfinished gasoline	39	37
Kerosine	123	112
Gas oil & distillate fuel	104	87
Residual fuel oil	54	32

These are NPN calculations.

For 1950 week shown in table U. S. total stocks figures (API) were translated into terms of days' supply on basis of Bureau of Mines demand forecast for third quarter of 1950, as revised at beginning of June.

For 1949 week shown, year ago API stocks figures have been divided by b/d average of actual demand reported by Bureau of Mines for July, August and September 1949.

Export demand has been included in both sets of figures.

Refinery Operations—NPN's summary of API's refinery operations report for the week ended Aug. 19, showing increases or decreases in production and stocks, follows:

(U. S. Totals—B. of M. Basis)

Production	Week Ended Aug. 19	Week Ended Aug. 12	Increase or Decrease
	(Thousands of bbls.)		
Crude runs— daily avg.	6,099	6,044	+55
Foreign crude included	507	507	.....
Percent operated	90.8	90.0	+0.8
Gasoline	21,319	20,305	+1,014
Kerosine	2,265	2,121	+144
Gas oil & dist. fuel	7,380	7,687	—307
Residual fuel oil	8,311	7,787	+524
Stocks			
Finished & unfinished gasoline	108,274	108,518	—244
Kerosine	24,413	23,628	+785
Gas oil & dist. fuel	65,107	63,053	+2,054
Residual fuel oil	42,008	41,810	+198

(Detailed statistics in this issue on p. 48-49)

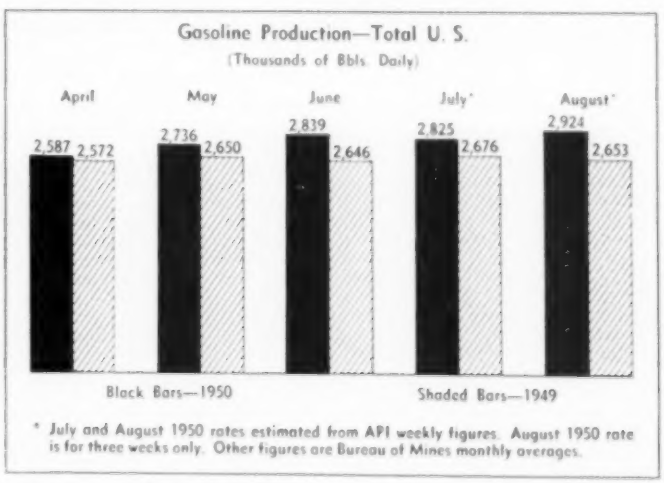
API reported following data on oil imports:

	Week Ended Aug. 19	4 Weeks Ended Aug. 19
Crude oil	521,200	516,000
Residual fuel oil	255,100	234,900
Distillate fuel oil	.....	1,800
Asphalt	13,700	7,600
Others	26,100	26,100
Total	816,100	782,400

Increased gasoline consumption in June for six out of a list of seven states is reported by API as follows (figures are in thousands of gals., with comparative figures for June 1949 and percentage of change):

	June 1950	June 1949	% Change
Kansas	82,285	78,651	+ 4.6
Missouri	110,601	95,800	+15.4
Montana	23,473	25,591	— 8.3
New Mexico	21,115	17,413	+21.3
North Carolina	80,678	70,003	+15.2
Utah	19,532	17,368	+12.5
West Virginia	37,239	30,832	+20.8

Gasoline consumption in Oklahoma during March totaled 56,544,000 gals., compared with 52,457,000 gals. in March, 1949.



Gasoline output at U. S. refineries last week set second consecutive all-time high mark. This chart shows how gasoline production has increased since the beginning of the second quarter of 1950. Data for 1949 are provided for comparison.

NATIONAL PETROLEUM NEWS

Vol. 42, No. 35 August 30, 1950

SUPER-SERVICE—Supplementing other means of shipping TBA goods, the Jack Neal Sales Co., of San Antonio, Texas, occasionally uses this chartered plane for special tire deliveries to ranchers, dealers and farmers scattered throughout Southwest Texas. Standing in front of the plane are, left to right: Jack C. Neal, Jack W. Neal, and Leslie R. Neal

Jobber Provides OWN TIRE GUARANTEE

Marketer Sets up Separate Corporation To Sell Nationally Advertised TBA Items; Provides Own Warranty on Batteries Also

By FRANK C. STURTEVANT
NPN Staff Writer

These are some of the outstanding features of the successful TBA program of an oil jobber in southwestern Texas:

1. A separate corporation known as the Jack Neal Sales Co. carries on the TBA business for Jack Neal, Inc., Texaco jobber of San Antonio, doing an annual gallonage of between six and seven million.

2. A full line of nationally advertised TBA products is handled, to which has been recently added the jobber's private brand battery and seat cover line.

3. The jobber issues his own road warranty on tires, which is in addition to the manufacturer's guarantee against defects; and also issues his own battery guarantee.

4. The jobber operates his own budget plan designed primarily to help his dealers make more money on installment sales.

5. Where necessary, special terms are extended to dealers on purchases of TBA merchandise, under a plan by which the dealer may settle his TBA indebtedness to the Jack Neal Sales Co. through an extra 0.5c or 1c per gallon added on to his gasoline bill from the petroleum marketing company.

Forming a separate company to handle TBA sales is not uncommon in the oil jobbing business. It is sometimes desirable for several reasons, especially where TBA business is solicited over a wider territory than is covered by petroleum operations, and where a variety of outlets are served.

Regarding the second phase of the Neal program, the company thinks its dealers do better with a line of nationally advertised products, the only exception being that a private brand line of batteries and seat covers has been added recently. The line has always included a nationally advertised battery.

Guarantees Tires—The third angle of the Neal policy is unusual. A guarantee against road hazards is favored by many oil jobbers, but in most cases they feel they are limited by the policy of their gasoline or tire company supplier. Few of the large tire manufacturers believe in a road hazard guarantee, and instead stick to the traditional guarantee only against defects. Under these guarantees it is usually the policy of the tire manufacturer to reserve the right to pass on any adjustments for claimed defects.

Theoretically it is possible for a service station dealer to adjust tire claims on his own responsibility in

SPECIAL FOR TBA—These trucks deliver TBA to Jack Neal Sales Co. outlets in Bexar County (San Antonio). They are not used outside the headquarters county. TBA salesmen George Tschirhart (left) and Ted Kearns (right) are shown with the trucks.

such a way that the factory would always agree with his allowances for defects. But in order to do so he would have to acquire a high degree of skill in rejecting claims while at the same time holding a customer's good will. Although tire men insist that it is easy to reject claims without friction the average dealer's natural impulse is to side with the customer, and make good on tire failures due to road injuries as well as those due to defects in the tire.

The road hazard guarantee used by Neal is more of an insurance policy against premature tire failure through accidental injury on the road. There are some other common causes of tire failure which are not covered in the Neal guarantee. These are fire damage, injuries due to mechanical defects of the car, to collisions, or from being run flat. Most frequent causes of rapid tire wear are the various types of front wheel misalignment.

The Jack Neal tire warranty is filled out and issued by the dealer to each tire customer, a carbon being mailed to the Jack Neal Sales Co. office. Text of the tire warranty form follows:

This warranty is issued to the purchaser of Miller Passenger Car Tires.

Should this tire be thus rendered unfit for service it will be repaired free of charge or replaced with a new tire at our option, you to receive credit for each full month of the unexpired portion of the warranty periods. Purchaser to pay federal tax.

Miller Low Pressure and Imperial Tires: For a minimum period of 24 months from the date of purchase if used only for said Class A service, or 9 months from said date if used for Class B service, or 3

SIDE DOOR—TBA trucks used by Neal Co. have a side access door. In the picture are (left to right): Salesman Tschirhart, with Mitch Baird and August Way

AND BACK DOOR—Door at rear end of TBA trucks open on to compact stocks of merchandise. Dealer Barney Huffman (left) listens to Salesman Kearns (right) talk about fan belts

POINTERS FOR PROSPECTS—The tire dealer agreement is explained in detail to service station dealer prospects. J. L. Rippen (left), dealer prospect, reviews the agreement with W. T. Sessions (right), representative of the tire manufacturer who works closely with Jack Neal Sales Co.

SIGNED UP—As soon as a new dealer is signed up, the Neal Co. begins his education of TBA sales. W. C. Weatherford of Neal and Cal Self, factory representative of the tire manufacturer, go over direct mail ideas with Fred Schneider, who has just become a dealer. Left to right: Mr. Weatherford, Mr. Schneider, and Mr. Self

REFRESHER COURSE—Marvin Willbanks (left), a station manager, gets an explanation of some fine points of budget selling from Marshal Pogue (right), station supervisor for Neal. At right are several point-of-sale displays

months from said date if used for Class C service.

Miller Super Grip: 12 months from date of purchase when used in Class A service, 6 months from date of purchase when used in Class B service, 3 months from date of purchase when used in Class C service.

Miller Extra Service: 12 months from date of purchase when used in Class A service only, Miller Rubber Company Lifetime Guarantee—Every tire Guaranteed to be free from defects in workmanship and material without limit as to time or mileage.

SERVICE CLASSIFICATION:

Class A Service

Includes only passenger cars not used commercially and traveling an average of 1,000 miles or less per month.

Class B Service

Includes passenger cars traveling an average of over 1,000 miles per month, and/or passenger cars used in commercial service.

Class C Service

Includes all taxicabs, pickups, and panel trucks, (not exceeding ¾ tons) used in light delivery service.

Neither Jack Neal Sales Company, or its dealers shall be liable in any event for personal injuries or damage to property caused directly or indirectly by the failure of said tire.

This Warranty and Adjustment Agreement does not cover consequential damages.

This warranty does not cover tires damaged or destroyed by fire, mechanical defects of vehicles or obstructions on vehicles, collisions, run flat,, or tubes in any form.

This guarantee does not apply if tires have been removed from the car on which installed or when ownership of car has been changed.

This certificate must accompany tires at time of adjustment.

Any alterations or erasure of this agreement will render it void.

The Neal battery guarantee is issued in connection with the Neal private brand battery. It is essentially the same as extended by most battery manufacturers, consisting of a pledge to make good in case of battery failure due to defects within a specified term of months. The terms of the guarantee require that the customer be given an allowance on the cost of the replacement battery which would reflect the number of unexpired months of the guarantee period.

Budget Plan—The fourth important aspect of this TBA program is the budget plan. It is operated entirely as a jobber plan. The Neal office passes on all applications for time payment credit on tire and battery sales. The contracts are prepared in the Neal headquarters and sent to the dealer, who obtains the customer's signature. Neal buys the time payment paper from the dealers at a 12½% discount, plus a small handling charge. Customers have the option of making payments to the dealer, thus giving the dealer a chance to cultivate good personal

EXTERIOR of a typical Neal service station showing identification signs for both tires and gasoline. A display of wheel goods appears beneath the awning at the right, in front of a large expanse of show window

relations with each budget customer. Under some budget systems, the dealer who originates the business, in effect turns it over to some central office for completion, receiving only a 10% commission.

Where a budget buyer misses a payment the Neal office sends two overdue reminders, followed by a telephone call, and finally personal visits. The dealer is kept posted as to the condition of the account so that he can assist in collecting wherever possible. The Neal management says: "Our dealers seem to prefer our budget plan to others they have used, first, because we allow them to realize a greater profit on their budget business; and next, their customers are encouraged to make all payments at the service station."

The Neal management also offers the comment that no matter how good a budget system is set up, the dealer who does not make a good display of both his merchandise and the budget promotion material provided, will do only a mediocre time payment business; they add that the jobber who has a good budget system must promote it diligently through his dealers, if he expects full benefits from it.

The fifth and last feature of the Neal TBA policy permits dealers to stock up on merchandise even though they may be unable to pay under normal terms. Instead, notes are accepted usually on a 30-60-90-day basis, with a small interest charge.

These notes may be liquidated through the petroleum marketing company, Jack Neal, Inc., by means of a small extra gallonage charge. For example each time the gasoline tank truck makes a delivery, the driver may collect 0.5c to 1c per gallon to be applied against the monthly payment on the merchandise note. This affords the dealer an easy method of settling his note, and the dealer does not risk losing any TBA sales by not having the merchandise on hand.

INTERIOR of the same station. Advertising copy in the tire center displayed on the right reads: "Use Your Credit! Budget Terms At Cash Prices," while a smaller counter display card with similar copy surmounts the stack of tubes against wall at rear

Founder of the Neal enterprises and now chairman of the board of both Jack Neal Sales Co., and Jack Neal, Inc., is Jack W. Neal, who has been in business in Texas and adjoining states for some 50 years. He started in the hardware, wagon, implement and buggy business. At one time he was distributor for the Studebaker wagon, and a line of sweepers and sprinklers not only for Southwest Texas, but for the entire Republic of Mexico. He was a distributor for the Durant-Dort line of buggies, dealing with a factory representative by the name of Charles

W. Nash. When Mr. Nash later founded the Nash motor car business, Mr. Neal became a distributor for that line also.

The petroleum company, Jack Neal, Inc., markets through some 60 dealers, all located within Bexar County. TBA operations through Jack Neal Sales Co. cover Southwest Texas. Special TBA trucks cover Bexar County only, the balance of the territory being covered by a crew of salesmen driving conventional cars.

Leslie R. Neal, president of Jack Neal Sales Co., and R. E. Hunke, assistant general manager, point out that when the petroleum marketing business was first organized in 1932, all efforts of the management were concentrated on helping dealers do a profitable business in petroleum products only. Competitive conditions gradually caused one dealer after another to branch out into TBA merchandising, but because wholesale houses who supplied them had no organized plan for the dealer, dealers bought haphazardly, usually in larger quantities than needed. "We have found that our going into the TBA business has been profitable for our dealers as well as ourselves. We cannot recommend too strongly that the petroleum jobber get into the TBA business, and that the service station dealer buy his TBA requirements through his petroleum supplier or their associate company, as they have the dealers' interests at heart more than anyone else," say Mr. Neal and Mr. Hunke.

Bonus Plan Considered—Now being considered by the Neal organization is a quarterly bonus plan for dealers. The tentative program calls for a quota in terms of TBA volume per thousand gallons of gasoline. Bonus for sales above quota will be paid, under this plan, by check to each dealer quarterly.

The Neal company is a heavy and consistent user of practically all forms of advertising. Among other things it has put up five large neon tire signs, a string of outdoor boards, and 100 metal road signs. Tire brand identification material is employed at many of its service station outlets.

Some idea of the progress being made can be gathered from a recent news story in the *San Antonian*, a publication of the local chamber of commerce. The story reports that the Jack Neal Sales Co. chalked up a sales increase of 79.2% for the first five months of this year over last year, and that its tire selling success has been so outstanding that the manufacturer of the line of tires handled by Neal is making the Neal operations the subject of a special brochure to be used by the sales department as a "success story" to show other oil jobbers.

One of Shell's latest tank trucks for refueling aircraft. The actual loading operation is carried out completely from the top of the truck through hose which is collapsed by a jet eductor system. This truck is in service for Eastern Air Lines, Charlotte, N. C.

Plane Refueling System Holds Possibilities For Fuel Oil Delivery

EDITOR'S NOTE: NATIONAL PETROLEUM NEWS publishes this story of the jet eductor system developed by Shell Oil Co. because tests now being conducted indicate its applicability to home fuel oil delivery. Though developed by Shell for aircraft refueling, the jet eductor system, if applied to fuel oil delivery, would:

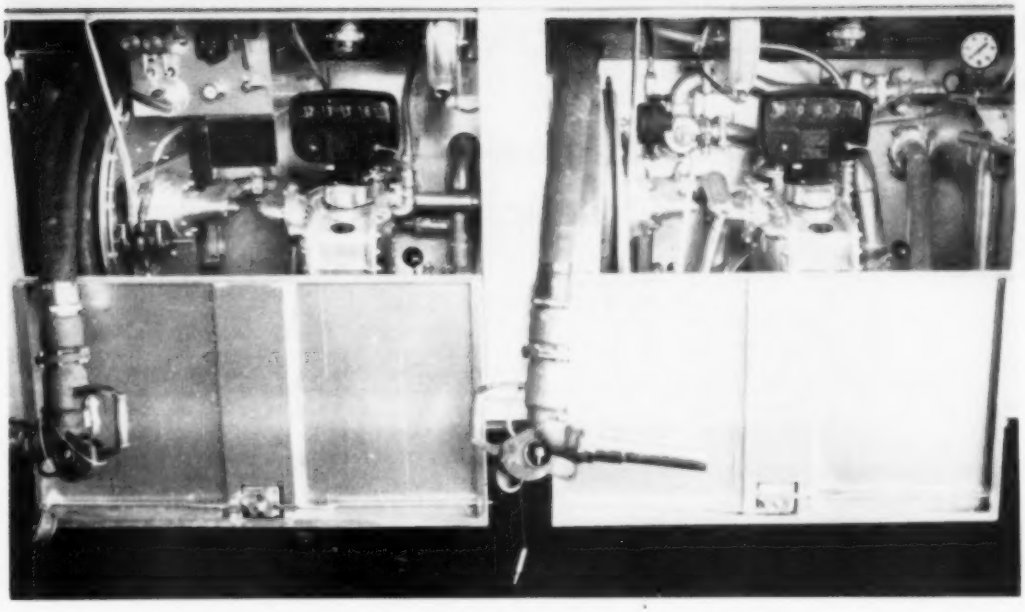
1—Reduce driver fatigue by using lighter weight collapsible hose.

2—Speed up delivery by using larger hose which would still be lighter than the current semi-rigid $1\frac{1}{4}$ to $1\frac{1}{2}$ in. hose.

Use of a 2 in. collapsible hose instead of a $1\frac{1}{4}$ in. size (used by most companies) would boost delivery capacity $2\frac{1}{2}$ to 3 times. To gain this advantage would mean, in many cases, careful check to see that consumers' tanks are properly vented or to install greater vent capacity, and to check on ability of tanks to handle the increased pressure.

A jet eductor also would permit use of a larger hose without increasing capacity, thus providing easier handling and delivery at present speeds but with less pressure, thus increasing the safety factor of home storage tanks.

Though not available for fuel oil delivery use now, it is estimated that a jet eductor system could be installed on a new tank truck at a maximum cost of from $40 to $50.



Fueling equipment in left front cabinet of Shell's refueler at International Airport contains reels, meters, controls and eductors

A jet eductor system, which permits the use of collapsible hose for refueling aircraft, is one of the main features on two new styles of airport refuelers placed in service by Shell Oil Co.

Two types of the new refueling trucks are being used by Shell. One is a conventional unit built for service at the New York International airport, of which two have been constructed.

The other refueler is equipped with a servicing platform mounted on top of the tank. The fueling operation from this unit is handled entirely from the top of the tank and the collapsible hose is stored in a trough at one side (see photo). This tank truck refueler has been placed in service for Eastern Air Lines at Charlotte, N. C.

The jet eductor system is used to provide suction to collapse the fueling hose for ease of handling when not in use, and also for defueling through a separate defueling system.

In operation, the fueling hose is normally collapsed, evacuated of air and gasoline by the jet eductor. The hose is easy to handle in this condition, being in effect a rubber ribbon when normally handled. After the nozzle is inserted in the plane's gasoline tank and the mechanic is ready for fueling, the valve handle is moved to "fueling" position. The hose is then filled with gasoline and fueling started. When the quantity of gasoline required has been delivered, this valve handle is moved to the "hose evacuation" position, and the hose is evacuated of gasoline by the eductor. This hose is carried on the reel in its evacuated condition. Shell has applied for a patent on the eductor system.

Pumps on the refuelers are 3 in. and are driven by V-belts from a jack shaft which in turn is driven by a power take off from the vehicle transmission. The hose reels are rewound by air motors.

Piping is 4 in. from tank to pump; 3 in. from pump to meter; and 2½ in. from meter to reel. Hose is 2½ in. and nozzle is 2 in. The tanks have water sumps and drains.

The truck itself has a 181½ in. wheelbase. Total weight of the units is 44,000 lbs.

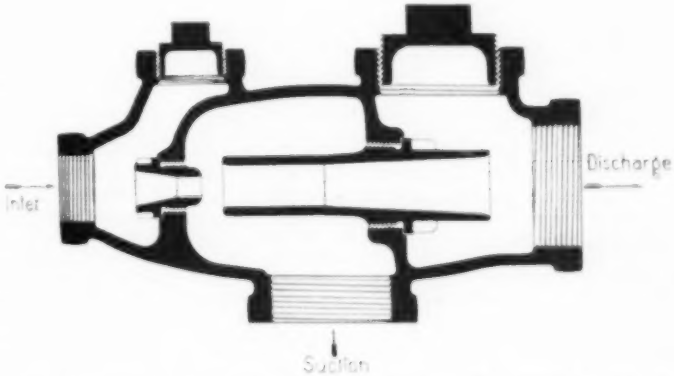


Diagram showing the construction of the jet eductor used on Shell Oil Co.'s new aircraft refueling tank trucks

Waste of War Manpower, Money Can Be Cut If Oil Exposes Bureaucratic Squandering

By WARREN C. PLATT, Editor

If war approaches much closer to this country, industry (especially an important basic industry like oil) will find itself confronted with a war from within the U. S.—a war that will be not just aggravating and perplexing, but that will bring about downright inefficiency of industry, and all to no benefit whatever in the country's war effort.

The inside-U.S.-war will be "Bureaucracy vs Industry".

It was fought in the last war, and industry, for the most part, lost, although, toward the end of the war industry had gotten so many of its good men in command of necessary government activities that the damage to industry by bureaucracy was at least slowed down considerably.

Here is what the "Inside U. S. Enemy" did to American business:

Bureaucracy enrolled too many incompetents, or only fair-to-middling men in important jobs. Part of this was due to the thoughtlessness of business management in giving the government the men it could easiest do without.

Bureaucracy was allowed to offer fantastic salaries, way above the going rate, to necessary men in industry.

Bureaucracy was allowed to employ these and other men, demanding their immediate separation from business, and then not giving them worthwhile work and often no work at all.

Bureaucrats were given a free hand at up-grading THEIR employes, while they forbade private business to do the same generous type of upgrading.

Bureaucracy let its help loaf to an incredible extent, the results being reports of such "easy work" spread over business that private employers had hard work getting a lot of their help to put in anything like honest effort which was always sorely needed in the war effort.

A Job for the API

The oil industry—and again through the API and NOT through the government-appointed National Petroleum Council—could well have a special committee manned by top executives, but accompanied by some special assistants who could give more time to the study of the problems, to study all the handicaps and hardships oil can encounter in war preparation and war effort, and see what can be done to reduce these handicaps. They are serious enough to be well worth such an attempt and there is no reason why some of them cannot be reduced a bit at least.

The weapon such a committee would use would be first to get the facts of the probable evils and make plans as to how best to combat them and then let the industry have the plans and all the arguments in support of those possible remedies to use in protesting to government agencies. Let all the oil associations support those plans and see that their members understand and use them.

What the API committee might also consider would be a strong advertising campaign of facts, published say in Washington papers, maybe a few others, but addressed primarily to Congress and setting forth the evils and how they can be eliminated. Such publicity, if used consistently and if written by men who understand the problems, should be somewhat effective in keeping at least some of the bureaucrats somewhere on the straight-and-narrow.

NPN realizes not all bureaucrats were bad, nor were all government employes loafers. As business men got in charge of various activities of the defense effort they enforced the same discipline as they did in their own company offices. But the number of government employes was so large, so scattered, and were supervised by so many persons of indifferent capabilities—to say the least—that there was, even at the end of the war, a vast lot of inefficiency still easily noticeable.

Hard-Hitting Attack Is Needed

Oil, as well as other big industries, always will have to be ready to fight smearing attacks from the vicious and even just plain unintelligent bureaucrats and their supporters in Congress. Oil and other industries will be more on trial in any next war than in the last war, and it will be on trial before a court of critics, if not even downright enemies with "spies" scattered liberally at jobs throughout industry's part of the war effort. But as in peace, the rule still will apply that the way to fight smears is to hit the smearers hard and definitely right at their first attack and to keep after them until they shut up.

But first, industry must do a far better job than it did at the start of the last war to try and get war regulations and controls more effectively and more fairly drawn. Much of the confusion at the start of that war

was due to ignorance and stupidity on the part of the government agencies, and also to failure of business to get into Washington with both fists and both feet and tell its own story.

As in World War II, regulations for the most part will be drawn by men unfamiliar with a particular business or even any business. Among the volunteers to write these regulations will be the usual lot of unemployed or near-unemployed reformers, people who can easily get away from their present jobs, and others who can use to advantage the thousand or so dollars additional they may get over their present modest pay. And, unfortunately, some of those who may come from business may be of a type who are not familiar with the machinery of government and may be men who love to impose their will on others. Then, too, some of those loaned by big companies will be men the companies could easily dispense with. Some of such last type people in World War II seemed to vent a certain vindictiveness toward their employers and other businesses.

Business Should Loan Good Men

In any present war, business should exercise much more care than in the last war, and even though it may cost them efficiency in company operations, they should see that only the best men possible are loaned to government for these important positions over business. And, if they are allowed to do so by this anti-business administration, the business men themselves should do a still better job of viewing all regulations from the viewpoint of all concerned.

Then business must do its best to see that the enforcement of these regulations is in the hands of men who are honest, fair and intelligent. The rag-tag and bob-tail of the reformer element must be kept out and special care must be given to see that the enforcing organizations are free of pinks and communists and the social dilettantes who always have time to give to running some one else's affairs. Also, with all due respect, let there be a minimum of college professors and intelligentsia, who contributed much time and effort in the last war to some of the confusion and unfairness of regulations and their application to business. Be frank about it, the average college professor was not always of much aid to efficiency in the last war.

While the tendency of those who seek power over others is to grab all the power possible and write a lot of regulations, let industry try and keep those regulations to a minimum in number and scope.

Let real Americans be given credit for being real Americans. It is not necessary to go to foreign lands to get men to sit in high and even confidential places to run the war effort, as the Roosevelt crowd did. As the country now knows, some who were in the center of the war effort in the most confidential places were not only born abroad, but even were still foreigners.

Take the case of one man who presided at the desk in the war office over which passed the most confidential and important of papers, the plans for the shipment of petroleum products for military use all over the world, plans that showed six months and more in advance just what the military were going to do and where, plans that Army and Navy entrusted only to their most confidential officers. This man was a foreigner who only arrived here after the start of the war. At the close of the war he was being ordered to Europe to handle oil supplies when it was discovered he was not even an American citizen but by breaking all law he was given citizenship in something like a week. Fortunately some one got high enough up with a protest so he left government service and stayed in this country. Men who dealt with him said he was quarrelsome and hard to get along with, arbitrary and always favoring foreign countries, especially those who were none too friendly or honest with the Allies.

A few highlights from this article on what the oil industry can do to cut down bureaucratic waste in national defense:

"The oil industry—through the API and not through the government-appointed National Petroleum Council—could well have a special committee manned by top executives, but accompanied by some special assistants who could give more time to the problems, to study all the handicaps and hardships oil can encounter in war preparation and war effort, and to see what can be done to reduce these hardships."

"Oil and other industries will be more on trial in any next war than in the last war, and it will be on trial before a court of critics, if not even downright enemies. But as in peace, the rule still will apply that the way to fight smears is to hit the smearers hard and definitely right at their first attack and to keep after them until they shut up."

"Businessmen should exercise much more care than in the last war, and even though it may cost them efficiency in company operations, they should see that only the best men possible are loaned to government for important positions over business."

"Let real Americans be given credit for being real Americans. It is not necessary to go to foreign lands to get men to sit in high and even confidential places to run the war effort."

"Whatever the bother, industry must fight inefficiency and waste, wherever it sees it, regardless of any power that the bureaucrats may have at the moment with which to retaliate."

Expose Unqualified Persons in Office

Oil men, whether in the military services or not, should not hesitate to expose such persons. If they fear telling a superior, then tell their own companies and let the oil heads place the information where it will get the best attention and then see that that attention is not lightly withdrawn. In other words, the API (being entirely outside of government domination though many of its directors and officers are on the National Petroleum Council, should take up the task of supervising all personnel that has to do with petroleum supplies no matter in what government service, military or civilian, or in what land. There are most certainly too many nests of Communists and representatives of the enemy in our government departments for the oil industry to disregard

its clear obligation to itself and to all other real American citizens.

Here is another problem that makes life most difficult for business men when war comes, and it is hard to solve because the problem shows up only in individual cases, but it is multiplied many thousand times. This problem is the great effort of the bureaucrats to build their departments and sections into as much man and woman power as possible and at the highest pay per person possible because that makes the head of the department or division or section appear just that much more important and rates him or her also for more money.

This not only costs the government and the taxpayer more money, but it deprives unnecessarily often times the former employer of important and necessary help and at the same time over the war period forces him to get his pay per job up against the competition of the bureaucrats who are throwing around the public's money like drunken sailors.

Federal Competition for Employes Harsh

When the freeze on jobs and pay comes the private employers' people are held in their then pay bracket and it is most difficult, even at times impossible, to raise them to another pay bracket because the tendency of so many small time bureaucrats seems to be to use their new found government power to make their former business associates and bosses smart. The masters of the payroll authority for the government seem to want to keep every one in private employment below them in pay but at the same time to get their own government pay up as much as possible. Many of their decisions were not only utterly indefensible but downright cruel, but God help the employer who defied their mandates.

At the same time so many of the War Manpower Commission bureaucrats were holding down employers who wanted to make raises, their brother bureaucrats in other departments were offering fantastic salaries to the private employers' people. They would do this not by offering a typist $10 or $25 a month more money as a typist but by employing her as an "A-1 executive secretary" who would rate more money. This might not have been so bad if the newly rated government employe had been put to good work, but so many of them were not. Their talents were wasted.

Right in this small business of NPN, among others, we lost two head bookkeepers one right after the other. Each was receiving the top going pay of such jobs as shown by a Chamber of Commerce survey and by the salary standards of the War Manpower Commission. But the bureaucrats bid higher titles and more money. To the first man they offered a 50% increase and to the second more than 100% increase. That left us flat especially as in each case the bureaucrats insisted the men had to come to work at once, even without a single day's notice. This they refused, but they were compelled to leave in a few days.

But the real crime was the fact that the government never did make a decent use of those men. The first man was given a desk and a chair and nothing to do that amounted to anything. He was later sent abroad and when he returned he said that he never did have a job that was worth a quarter of what the government was paying him, in fact most of the time he had no work of any kind to do.

The second man whose pay the government doubled found himself in the same boat, a high sounding title and practically no work. He finally put in his odd hours helping us out of our severe difficulties because all-around bookkeepers seemed impossible to get at any price that the War Manpower Commission office would approve for a private employer. We finally wound up with a woman whose former employer lied a bit in her behalf. We paid her predecessor to teach her some bookkeeping because she knew practically nothing. Then, because she got some of that instruction at night—at our expense—when we fired her for utter incompetence she appealed to the wage and hour people and we had to pay her $96 more for some night work that she said she signed up for, but did not. When we got stuck the wage and hour board man just sat there and ironically grinned as he said: "You might as well stand for it because we will take you in if you don't."

Bureaucrats Permitted Loafing

Those of you who went among the vast working offices of bureaucracy at Washington had your blood pressure raised because there you saw people taken from private employers by such methods as described, openly and deliberately loafing without a word of admonition from any superior bureaucrat. In offices that were way behind in their work, the boys and girls were visiting among the desks, having long conferences that most obviously had nothing to do with their assigned work, chain smoking cigarettes and running to the water cooler and then most obviously out to the toilets. One could sit there a whole hour at a time (as the writer several times had to) and one would wonder if the worst enemies were not the stuffed shirt bureaucrats, who presumably were supposed to run these people, rather than the Nazis or Japs overseas.

Industry can do something to prevent such a bad situation if we have another war. Industry can help to get the best employes for government service and still leave some good ones for itself. Industry can ride herd on the highups of government and should be able to prevent some of this stealing of private employes at fancy wages and salaries especially to no good purpose. And industry, with the belligerent backing of its associations who can enlist the aid of senators and congressmen, can keep up a continual fight to get more effective and prompt and intelligent service from such bureaucrats as it has contact with.

But whatever the bother, industry must fight this inefficiency and waste wherever it sees it, regardless of the weepings of the bureaucrats and regardless of any power that they may have at the moment with which to retaliate.

Make no doubt about it, this will not be just a war against an immense and powerful foreign power, but it will have to be also a war against a sinfully and even traitorously wasteful bureaucracy in this country whose size and power has been greatly built up even in the last few years and whose size will continue to be enlarged for political purposes by an administration that seems to place votes for its continuation in power above all else.

Today, and in any war that may eventuate from today's troubles, the oil industry needs every association that it has, it needs them to be stronger in numbers and with good financial resources, and it needs them to be the most courageous ever, in order to win this battle against bureaucracy which, if we don't win this war, will be found to be just another name for socialism, totalitarianism and even communism.

MIDWEST

Jobber Sells Motor Oil, Grease Through 1,000 Farmer-Dealers

By Leonard Castle, Midwest Editor

At Council Bluffs, Iowa, on our recent tour of the plains states we studied rather unusual jobbing operations as conducted by two compounders and blenders. One of them, Pennsylvania Consumers Oil Co., markets its private brand lubricating oils and greases through 1,000 farmer-dealers. The other, Union Petroleum Co., markets exclusively through 1,200 farm implement dealers in a six-state area.

Carl W. Eckert, executive vice president, explained that Pennsylvania Consumers distributes Mid-Continent products, including Mid-Continent oils and greases, from one bulk plant in Council Bluffs and five in Nebraska, supplying a total of 37 service stations.

Its own "T.V.B." (The Very Best) motor oils and greases are distributed through 1,000 farmer-dealers in sections of Nebraska and Iowa which are not served by the bulk plants or service stations. In other words, the company has separate marketing areas for the Mid-Continent and "T.V.B." products it distributes.

A farmer, in order to qualify as a "T.V.B." dealer, must sell at least 300 gals. per year to his neighboring farmers. Some sell as much as 2,000 to 2,700 gals. per year and many sell 1,000 gals. or more. In Cedar County, Nebr., the company has 51 farmer-dealers. Shipments to the farmer-dealers are mostly by rail, but those in the Council Bluffs area usually pick up orders with their own trucks.

For the distribution of Mid-Continent products, Pennsylvania Consumers operates a 200,000-gal. bulk plant in Council Bluffs and these plants in Nebraska: Eagle, 57,500 gals.; Weeping Water, 47,000 gals.; Ashland, 87,000 gals.; David City, 86,000 gals.; and Fremont, 52,000 gals. It operates four farm route trucks from Council Bluffs and six from its Nebraska plants.

Its gallonage for 1949 totaled 3,232,466, including 1,698,173 gals. in Nebraska and 1,534,293 gals. in Council Bluffs. Gallonage for the first six months of 1950 for both areas was 1,658,499 as compared with 1,597,439 during the same period of 1949. The company blends about 500,000 gals. of oils and greases annually.

* * *

Carl H. Linn of Union Petroleum Co. explained that the company distributes some 500,000 gals. of its "Tracto" motor oil a year to farm implement dealers in Illinois, Iowa, Nebraska, Kansas, Minnesota and South Dakota. The company started in this business about 12 years ago and has grown with the boom in farm implement sales.

Union owns four trucks and leases two others to deliver its products. The oils and greases are packaged in cans and drums of the same color scheme used by the various implement companies. It cleans, repairs and paints the drums at its own plant.

In addition to its farm implement business, Union custom blends about 500,000 gals. of products a year for other companies.

* * *

A typical small town jobber with whom we visited was Carl Fitzekam, who distributes Texaco products at Nebraska City, Nebr. He became a jobber five years ago after working as a commission agent for five years. In 1945, his first year as a jobber, he distributed a total of 470,000 gals. of products. Last year his gallonage amounted to 1,134,000.

Mr. Fitzekam supplies eight service stations in Otoe County and operates two farm trucks from his 120,000-gal. plant. He keeps a small, 520-gal. truck in reserve to make farm deliveries when the roads get bad.

A big portion of his business depends upon the farmers, and he anticipates the biggest year in history in 1950. The wheat crop was excellent, and the corn crop may be the best on record.

As an example of how the farmers in the Midwest have grown to be among the biggest consumers of petroleum products, Mr. Fitzekam told of one farmer who last year purchased from him 7,300 gals. of gasoline, 1,600 gals. of fuel oil, 3,000 gals. of Diesel fuel, 700 gals. of lubricating oil and 800 pounds of grease. This farmer, who tills 1,400 acres, operates one bulldozer, one airplane, three tractors, one truck, one jeep and three automobiles.

PACIFIC COAST

Los Angeles Gasoline Prices Lag Behind Climb in Nearby Cities

By Frank Breese, West Coast Correspondent

Contrary to general predictions and all expectations, retail gasoline prices are still holding at the lower quotations brought about by the gasoline war in Los Angeles.

When prices went up in several other sectors, notably San Diego, Calif., it was felt that Los Angeles prices would follow. But they didn't, and now the new scale is accepted as normal; and there are no signs of heated warfare over price changes any more.

Lessees have almost abandoned hope for higher prices now, because the summer season is nearly over, and tourist traffic will soon drop off.

While retail prices on the whole have hardened at the reduced scale, a new low was chalked up last week —15.9c per gal. (including 6c per gal. state and federal taxes). It was at

a serve-yourself station in Burbank, a city adjoining Los Angeles. That's roughly 6c per gal. under the general pump-price for regular gasoline.

* * *

Another branch in the fast-growing natural gas network in the West was disclosed this week.

General Petroleum Corporation has drawn up a new pipe line project to tap an isolated shut-in natural gas field in Colorado to supply fuel to Colorado River Valley cities. The new company, which is called Grand Valley Pipeline Co., will be formed by General Petroleum, M. B. Garman and Public Service Co. of Colorado to build and operate the line. Plans were made public recently by P. S. Magruder, General vice president. Mr. Magruder said each of the three parties will have a one-third interest.

The line will bring natural gas from the Piceance Creek gas field to communities along the Colorado River, including Grand Junction, Colo. Previously, Grand Junction has not had access to natural gas supplies.

Contracts have been signed providing for sale of General Petroleum's natural gas to the new pipe line company and for the sale of gas by the pipe line company to Public Service Co. of Colorado for distribution on a retail basis to Grand Junction homes and industries, and to other towns along the pipe line route.

This new company will be headed by Mr. Magruder as president. Mr. Garman will serve as vice president and secretary while F. T. Parks, vice president in charge of gas operations for Public Service will be vice president and treasurer.

Up to now, most of the natural gas activity has concerned the piping of Texas gas to California, and a project for channeling Canadian gas to the Pacific Northwest, as far south as lower Oregon.

The new 30-inch natural gas pipe line loop from Texas oil fields has been completed to the western terminus at Puente (southern California) and will soon be delivering 100,000,000 cubic feet of natural gas to points in the southern area. Latest stretch to be finished runs 83 miles from Imperial Valley to Puente, completed at a cost of $5 million.

* * *

As a touch of relief from the Korean emergency, the private life of condors was subjected to serious debate last week in one of the petroleum industry's current public relations problems.

A hearing was held in Los Angeles before Examiner C. H. Wilson, of the U. S. Department of the Interior, on the proposed withdrawal under public land laws of about 32,000 acres of land for use as a condor sanctuary in Los Padres National Forest, 35 miles from Santa Barbara, Calif. The last 60 condors on this continent live in that rugged refuge. Bird-lovers are concerned because condors are the continent's third rarest bird, after the ivory-billed woodpecker and whooping crane.

"This sanctuary is the very core of the condor's resistance to extinction," said Alden H. Miller, University of California scientist.

"This is the largest source of high gravity oil on the western slope," said Oliver Clark, an attorney representing petroleum's interests. He stated, "The deposit is so vital to national defense that the whole thing comes down to this: our birds—or our boys?"

Said Professor Miller, "It is the responsibility of Southern California to see that this property is not wiped out forever through the desire for private gain on the part of a few individuals."

Representing the Western Oil and Gas Assn., LeRoy H. Hines, vice chairman of its public lands committee, declared that while the association is highly favorable to the basic purposes and objectives of wild life societies in their efforts to prevent extinction of various types, there must be recognition of the rights and interests of all parties involved. "Interest in the preservation of wild life should not dominate to the extent of prohibiting the search for oil and gas, so essential to our national security, particularly as there is no sound reason why exploratory operations for oil and gas cannot be conducted on these lands, even though they may also be used as a wild life sanctuary."

In the end, several compromise recommendations were submitted: (1) restrict oil and gas operations to half a mile from the condors' nests, (2) let the Forest Service determine where roads shall be built, and (3) issue permits for oil and gas but not for mineral operations.

The decision rests with the Secretary of Interior.

* * *

Informed oil quarters reported here that Edwin H. Pauley has made a proposal to build a plant to process natural gas and crude oil at the El Roble oil field in eastern Venezuela. The offer was said to have been made to Creole Petroleum Corp., Standard Oil of New Jersey subsidiary, and Pantepec Oil Co., the field's producers.

According to the report, Mr. Pauley and his associates have offered to finance construction of the plant.

Comments from Readers

From: Joseph D. Hadley, Secretary
Michigan Petroleum Assn.
Detroit, Mich.

In face of the present crisis and the possibilitiy of World War III, and with standby controls being inaugurated, oil men are now asking again, "What about rationing? Are we going to have it and what form will it take?"

It's probably sheer folly to suggest to the government that gasoline rationing is unnecessary because it fails in its purpose. Even though there is absolute proof as to the failure of rationing in World War II, yet with some of our same bureaucrats still in control and just yening to increase their own power by controlling our lives, it seems that anything we say to the contrary will have absolutely no effect.

In the remote hope, however, that our pleas may find a welcome ear in Congress, maybe we should review for a moment the "rationing Debacle of 1942-45."

During those years the writer was chairman of the Petroleum Industry Advisory Committee to OPA in the state of Michigan. My file is still intact, and its review brings back some horrible memories. The file recalls to mind such terms as A, B, C and T coupons, bail-out, The Lancaster Plan, counterfeits, the black lamp used by OPAers for counterfeit detection, rationing boards, hearing examiners, coupon banking, red and green windshield stickers 30-day suspension orders, OPA highway police, OPA investigators and such newspaper headlines as "OPA Official Jailed for Selling Coupons."

The same file recalls the thousands of OPA "orders" and "directives", many contradicting.

Then we ask, "Did all of this do any good? Did we conserve gasoline? Did it aid the war effort?"

The answer is NO!

True, it gave jobs to many people, and on the surface it gave an official character to conservation. But it did not save gasoline. Just as much gasoline, and probably more, would have been saved had we resorted to a straight patriotic voluntary appeal. Further, an individual knows that his automobile must last for the duration, and it's safe to assume that he isn't going to drive any more than is necessary.

The allocation to consumer use could be easily set up by the government cutting back the manufacture for such use at the refining level.

Let us not resort to the renewal of a program that makes dishonest people out of honest ones, and if the cost of government is to be raised, let such additional monies be used in a direct war effort.

We won the last one in spite of OPA.

Congress Seen Ready to Let Truman Have His Own Way on Controls Bill

NPN News Bureau

WASHINGTON — President Truman apparently is going to get just about what he wants in the way of economic controls.

A joint Senate-House conference committee was still meeting at NATIONAL PETROLEUM NEWS press time to work out a compromise economic controls measure, but it appeared that several controversial amendments which drew Administration fire would be eliminated.

One of these is the amendment to the Senate bill which vests sole authority in the Commerce Department to handle priorities and allocations powers. The members of the conference committee reportedly have voted down this proposal and adopted, instead, the House approach, namely, to give the President discretionary power to name any agency of his choice to control priorities and allocations.

As for wages, prices, and ration controls, the conference group apparently will recommend that President Truman have authority to invoke them whenever he deems it necessary.

In other Washington developments during the past week:

1. The Defense Department said it now is paying 30% more for aviation gasoline now than it did several weeks ago, and that prices for other products are higher, too.

2. The Interior Department foresees the possibility of an all-time record being set in 1950 for new oil wells drilled, but believes that with some necessary "re-distribution" there will be enough steel to go around.

Higher Prices—The Defense Department, in an Aug. 24 statement, listed fuel oil, gasoline, and Diesel oil, in addition to avgas, as petroleum items on which prices it pays have increased recently.

"The increased need for aviation fuel has required the use of marginal facilities and practices, and additional supplies of 115/145 octane aviation fuel are being purchased today at a cost 30% higher than that of normal supplies contracted for several months ago," said the Department.

It stated that fuel oil from the West Coast had increased 54.5% to $1.53 per bbl. since last April. During same period, Department noted that motor gasoline prices on the West Coast had increased 12.3% to $4.38 per bbl., while Diesel oil from the U. S. Gulf had risen 15.1% to $3.36 per bbl.

Navy Needs Funds—Meantime, the Navy had told the House Appropriations Committee it needed an additional $19,373,000 to purchase 10,548,701 bbls. of Navy Special and 1,150,000 bbls. of Diesel oil on top of $33,829,000 already appropriated for the current fiscal year. Added request, said the Navy, was occasioned by the Korean crisis.

In regard to steel supplies, Interior Department officials said a new record of 44,000 wells drilled may be set this year and pointed out that this would just about take all of the tubing and oil country goods production available.

Despite expected adequacy of supplies, the officials said some re-distribution may be necessary because of the possibility that some purchasers may have more than enough pipe, while smaller users of steel tubing may not be able to "buy over the counter" what they need.

The officials added that they hoped the re-distribution could be worked out "voluntarily" and within the industry.

Question: What is 'Fair' Competition? FTC Answer: Courts Should Decide

NPN News Bureau

WASHINGTON — The "Watchdog Subcommittee" of the Senate Commerce Committee went into action last week attempting to carry out its assigned task of "riding herd" on the law enforcement policies of the Federal Trade Commission.

Specifically, the subcommittee cross-examined FTC Chairman Mead on whether his agency was following the indicated wishes of President Truman to give businessmen assurance of the legality of non-collusive freight absorption and other competitive practices which many businessmen feel FTC has regarded with little consistency.

In reference to the President's message accompanying his veto of S. 1008 referred to "fair competition," Mr. Mead was asked whether FTC regards the word "fair" as meaning all competition which "is not unfair," or whether it regards "fair competition" as that type of business conduct by which each competitor refrains from injuring any other competitor—"conduct sometimes described as the 'live and let live' policy or as 'soft' competition."

Mr. Mead said FTC, in determining the scope of unfair methods of competition, has been guided by the following mandate laid down by the Supreme Court in 1920 when rendering its first FTC decision:

"The words 'unfair methods of competition' are not defined by the statute and their exact meaning is in dispute. It is for the courts, not the commission, ultimately to determine as a matter of law what they include. They are clearly inapplicable to practices never heretofore regarded as opposed to good morals because characterized by deception, bad faith, fraud or oppression, or as against public policy because of their dangerous tendency unduly to hinder competition or create monopoly. The act was certainly not intended to fetter free and fair competition as commonly understood and practiced by honorable opponents in trade."

FTC, Mr. Mead added, uses the term "fair competition" only as "a nontechnical way of describing conduct other than that made unlawful by the statutes which the commission administers."

FTC Stand 'Clarified'—The "watchdog" group, which was set up following the President's veto of the O'Mahoney Pricing Practices Bill (S. 1008), sought to get a clarification of FTC thinking on whether the Clayton Act provided protection of "competition" against injury by price discrimination or protection of "individual competitors" against such injury.

Mr. Mead declared that the controlling statute deals with protection of competition but pointed out that in some cases injury to a single com-

petitor constitutes injury to competition.

"The Commission does not wish to be understood as stating that injury to a competitor in all cases constitutes injury to competition," he warned however. "The loss of a single sale as a result of price discrimination obviously constitutes an injury to the competitor who lost the sale, but it does not automatically follow that competition is injured thereby."

Washington Roundup — Elsewhere along the congressional front:

1. The Senate Interior Committee gave unanimous approval to a bill (H. R. 8975) authorizing an appropriation of $27,600,000 for extending the Bureau of Mines' synthetic liquid fuels program for another three years beyond the present expiration date of April 5, 1952. This bill already has been approved by the House.

2. On another oil measure, the Senate Interior Committee still was inactive. No action has been taken on proposed "interim" legislation (S. J. Res. 195) for administering the tidelands. This bill, on which week-long hearings were held by the Interior group, calls for administration of off-shore oil and gas leases by the Interior Department, pending action by Congress on permanent settlement of this long-standing controversy between the coastal oil states and the federal government.

3. The oil and gas depletion allowance—seemingly safe for this session of Congress—was scheduled for another test this week following the introduction of an amendment to the tax bill (H. R. 8920) by Senators Humphrey (D., Minn.) and Douglas (D., Ill.) which would eliminate depletion entirely.

These same two senators also introduced two other amendments on Aug. 24 which would:

(a) Kill a provision in the tax bill that would permit persons holding interests in oil and gas property to sell their rights to future production for a specified period and pay a capital gains tax on such proceeds rather than the ordinary income tax.

(b) Restore a House provision, that the Senate Finance Committee rejected, which would ban producers from writing off abandoned leases as capital losses unless there were offsetting capital gains.

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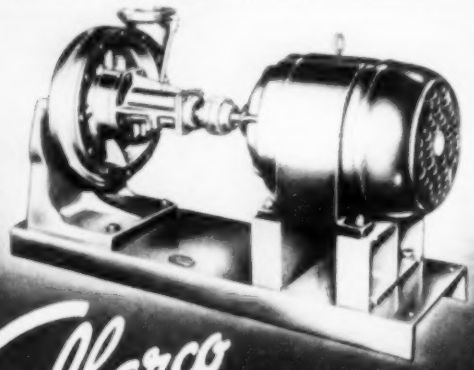

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St. Paul Council Requests 'Gas' Price Investigation

NPN News Bureau

WASHINGTON—Petition of St. Paul City Council for a federal investigation of increased gasoline prices has been placed before Congress by Senator Humphrey (D., Minn.).

Without comment, Senator Humphrey inserted in Congressional Record following resolution adopted Aug. 16 by St. Paul council:

"Whereas the oil companies supplying gasoline to this area have recently simultaneously announced an increase in the price of gasoline; and

"Whereas the *St. Paul Dispatch* of July 25, 1950, carried an article stating that 'St. Paul retail gasoline dealers expressed the belief today that anticipation of a price freeze probably was primarily responsible for the recent increase of 1.5c a gallon on gasoline'; therefore, be it

"Resolved, by the City Council of the City of St. Paul, that our representatives in Congress are hereby requested to cause an investigation to be made to determine why it is that there is an increase in gasoline prices in this vicinity and whether or not such concerted action is a violation of the law respecting restraint of trade, the antitrust laws, or otherwise."

Strike Closes Shell Wood River Plant

Violence has broken out at Shell Oil Co.'s 115,000 b/d Wood River, Ill., refinery, shut down by a strike of AFL Steamfitters and Asbestos Workers since Aug. 22.

H. D. Dale, refinery manager, told NATIONAL PETROLEUM NEWS this week that several supervisory employes were injured by rocks and other missiles when they tried to enter the plant Aug. 27. This followed an earlier attempt to derail a freight car carrying food and necessities for employes who had remained to protect the plant from fire.

Mr. Dale also revealed that four employes were kidnapped Aug. 25 by "goons" who had cut their way through a fence. The captive employes were later released.

The strike came without warning during the noon hour Aug. 22. At that time 475 employes belonging to the Steamfitters and Asbestos Workers Unions walked off their jobs, causing the shutdown and leaving 3,700 refinery employes out of work. Picket lines were thrown around the plant following the walkout.

Reason for Strike—The principal reasons for the strike, according to Mr. Dale, were the following disputed issues:

1. Certain jurisdictional questions and distribution of work between various crafts.

2. Wages, on which the latest demand was for a general wage increase of 22.5c per hour.

3. Dissatisfaction of the striking group with certain provisions of a new agreement between Shell and various labor unions. Mr. Dale noted that contract negotiations with the two AFL unions on strike, along with 10 other international craft unions which make up the Metal Trades Group and the International Assn. of Machinists, were started in March of this year. He added that the resulting labor agreement had been accepted by all other participating unions.

Military Service Benefits—Both Shell and Standard of California have started new benefit plans for employes entering active military service.

Shell's Plan, retroactive to July 1, 1950, entitles qualified employes to the following:

Lump sum payment equivalent to two months' pay, upon entering military service.

Beginning after second month in military service, an allowance making up the difference between government base pay and normal company pay, limited to 50% of employe's normal company earnings, payable monthly to employe's family.

During first month of military service, group life insurance is continued by the company. Thereafter, Shell will reimburse employe for National Service Life Insurance premiums for the entire time of his military service, up to the amount of his company group life insurance.

Full credit toward retirement under Shell pension plan.

Guaranteed job security after return from service.

In addition, the company continues to pay half of its normal contributions to the employe's account in the Provident Fund, a special feature of Shell's retirement program under which employes normally lay away up to 10% of their pay, and the company matches this amount.

California Standard's Plan, also retroactive to July 1, 1950, provides that each eligible employe will receive an adjustment allowance on one month's regular pay. His dependents' allowance will be either the difference between regular earnings and government pay and allowances, or his monthly contributions to the support of dependents before military service begins. Maximum company contribution will be 50% of company pay.

An employe's pension rights will be continued by the company in the same amount as though he had been working for California Standard, and he will continue to be covered under company's life insurance plan.

One Way to Combat Reclaimed Motor Oil

RALEIGH, N. C.—Reports of reclaimed motor oil taking a bite out of service station motor oil sales have been received by Will Parker, secretary of North Carolina Oil Jobbers Assn. Reclaimers are said to be coming in from outside the state to collect crankcase drainings from North Carolina stations—most of the time getting the oil free just for the hauling away.

Mr. Parker points out there are companies willing to pay 3 to 10c per gal. for these drainings for later use as road oil. Rather than give crankcase drainings to reclaimers, Mr. Parker suggests:

1—If, instead of giving drainings away to these collectors and then have the reclaimed product come back and compete with virgin motor oils, station operators would demand about 3c per gal. the reclaimers would be hard-pressed to market their product at low prices.

2—Station operators should consider conferring with local city authorities to learn if road oil is needed and if the city would be willing to pick up the drainings, even if nothing was paid for it. At least it wouldn't reappear as reclaimed oil.

Court Denies Sun's Plea For DJ Complainant List

NPN News Bureau

WASHINGTON—Federal District Judge Ganey in Philadelphia has denied request by Sun Oil Co. for disclosure of names of competitors or Sun dealers whose complaints are basis for Justice Department antitrust suit against Sun.

Also denied was Sun plea to specifically identify dealers with whom Sun is charged with making oral agreements and understandings supplementing written contracts.

Judge Ganey, however, in opinion handed down on Aug. 9, upheld a Sun request that Justice Department disclose who has possession of complaints, statements and memos resulting from oral statements of complainants to department.

DJ, it is understood, will answer that Attorney General McGrath has possession of the written documents.

Although requiring department to name possessor of documents relating to the case, Judge Ganey said he "need not decide" at this time whether government should be required to produce the memos, statements and complaints.

But, he added, "at this juncture we think the defendant is entitled to know by formal answer" the "limited information" sought in this request.

Judge Ganey's rulings were made on motions in connection with Sun's protests that DJ failed to furnish the information it sought in a series of interrogatories.

In a footnote, Judge Ganey remarked that the government "in open court, has offered to make available to defendant at such time in advance of trial as the court may direct a complete list of witnesses which the government will call at the trial."

It was explained here that such disclosure of a witness list probably will not come until about 30 days before trial.

Frank Phillips Won Success, Honors By Rise Through Hard Competition

Frank Phillips, 76, founder of Phillips Petroleum Co., and honorary chairman of its board, died Aug. 23 in Atlantic City, N. J., following an operation. Mr. Phillips was concluding a two-month holiday at Atlantic City, when he was taken ill.

Mr. Phillips and his brother, L. E. Phillips, now deceased, founded the Phillips Petroleum Co. 33 years ago at Bartlesville, Okla. When first organized the company employed 27 persons. Today it employs over 17,000.

Here is a tribute paid to Mr. Phillips, by NPN's editor Warren C. Platt, which appeared in the 40th anniversary issue of NPN, March 9, 1949.

"The industry and the country has the Phillips Petroleum Co. today big as $440,000,000. But more important than its dollars are all the ideas it has brought to the industry especially in making things out of natural gas and natural gasoline.

"Certainly what Phillips has done was not nurtured under the umbrella of a 'monopoly;' rather it was developed because the ideas and methods, and the organization that brought them forth, were needed by Frank Phillips in his fight to live and to grow. He could not have gotten in all the outside money that he has, and it has all been outside money save the profits he has plowed back in, if he had not been always fighting to be bigger and hence he had to be better, and so much better as to be able to attract this new money.

"Phillips is a type of company that probably could not have grown strong and big under the shelter of a sun frame. Phillips needed the vitality that plants get from snows, freezes, hot suns, thunder and lightning, the strength from hard work of owners, against stiff competition —to live."

Born in a log cabin at Scotia, Greeley County, Neb., in 1873, Mr. Phillips' first job was digging potatoes for 10c a day. When he finished school at the age of 14, he got a job in a barber shop in Creston, Iowa, where his family had moved shortly after he was born. He eventually bought out the barber shop—plus two others in Creston.

Later, while working for a bank in Creston as a bond salesman, he heard of the discovery of oil near Bartlesville, Okla., and decided to use his savings to go into the banking business there, and so at the age of 29, he organized the Citizens Bank & Trust Co. of Bartlesville.

From banking, Mr. Phillips moved into the oil business, and in 1917, he and his brother incorporated the Phillips Petroleum Co. Mr. Phillips had been active in the company until last year, when he requested he be made honorary chairman of the board.

Frank Phillips is shown here in 1947, when he and Mrs. Phillips celebrated their golden wedding anniversary at their ranch Wollaroc near Bartlesville. (See NPN March 12, 1947—p. 64)

In March, 1949, upon his retirement as active chairman of the board, Mr. Phillips wrote the following letter to K. S. Adams, Phillips' president:

"The time has come when I feel that I must be relieved of active responsibility as regards management of the company. As I can't keep up with you young fellows any more I feel that I should not be a candidate for active membership on the board of directors and that my name should not be included as one of the proxies on whose behalf solicitation will be made to the stockholders. I am sure you will understand my position clearly and concur fully with my wishes in this matter.

"You and the entire organization are doing a wonderful job, and the future of the company is indeed promising. I assure you of my continued interest, my full support, and my great pride in the company's every achievement."

The royalties that Mr. Phillips paid to the Osage Indians made them one of the richest tribes in the country, and in appreciation of his interest in them, the Osages adopted him as the only white man ever to be made chief of the tribe.

Among the honors of which he was most proud were his admittance to the Oklahoma Hall of Fame in 1939, the French government decoration of Chevalier of the Legion of Honor, and the many high honors he has received from the Boy Scouts of America.

Surviving are a son, John G. Phillips of Dallas, and two daughters, Mrs. Marcus Low of Bartlesville and Mrs. Frank Begrisch of Rye, N. Y.

Following is a partial quotation of remarks made by Democratic representative from Oklahoma, Dixie Gilmer, on the House floor last week:

"A narrative of the rise of Frank Phillips from an obscure beginning as a farm boy, then barber and banker, to a position of fame and fortune is like the pages from a story book, and his achievements in the boom days of the flush oil fields of Oklahoma are a chapter in the saga of the oil business, which has become one of the nation's greatest industries almost entirely within his lifetime . . .

"From the great wealth he accumulated he made genrous philanthropic contributions . . .

"The great multitude . . . who mourn the passing of Frank Phillips are consoled in their grief with the knowledge that . . . his extensive contributions to the economic, cultural and spiritual betterment of his fellow men make the world a better place because of his having lived."

* * *

James A. Cannon, perhaps best known for many years as sales manager of the lubricating department of the National Refining Co. of Cleveland, died at his home at Olmsted, Ill., July 29th.

He was a pioneer oil man, having started out at the age of 14 as office boy with the Standard Oil Co. in Cleveland, when Mr. Rockefeller was still coming to the office. He was in the lubricating department of Standard for many years, and about 40 years ago switched over to National Refining where he stayed for many years. Then he went with White Star Refining at Detroit; Sinclair Refining at Chicago; the Acheson Graphite Co.; and then took an interest in the A. J. Stevens Grease & Oil Co. at Kansas City, of which he became president and general manager. This he eventually sold to the Battenfeld Grease & Oil Co. at Kansas City.

Mr. Cannon was 83 years old when he died. He sold a great deal of oil and grease to the Independent jobbers of the Middle West in his more than 70 years in the oil business.

He leaves a son, Floyd Cannon, who is sales manager of the Olmsted Clay Co., dealers in fullers earth products, at Cairo, Ill.

New Jersey Dealers Plan To Picket Bulk Plants

NPN News Bureau

NEW YORK—New Jersey Gasoline Retailers' Assn. & Allied Trades, Inc., has authorized John Dressler, group's president, to organize picketing of bulk plants of major companies who sell same quality gasoline to private brand service stations at a lower price than they sell to their own dealers.

Actual picketing, however, will not start until after committee appointed Aug. 25 by Governor Driscoll of New Jersey has been given a "reasonable time" to study the retail gasoline price situation and seek solution to price war problem.

Group also drew up plans for soliciting funds for a war chest from dealers through county chapters several of which earlier voted in favor of bulk plant picketing.

Plan formulated at meeting of association's executive committee and general delegates Aug. 24, includes soliciting support of labor unions so that they will respect the picket lines. In return, dealers would agree not to cross unions' lines whenever latter are picketing.

Members of Governor Driscoll's committee are Robert C. Crane, Elizabeth, N. J., publisher and president of New Jersey Junior Chamber of Commerce; Albert F. Howard Stewart, insurance man, and Otto L. Straub, production manager for a machine tool company. In addition, Percy A. Miller, Jr., commissioner of labor and industry, and Walter T. Margetts, Jr., state treasurer, will be available to work with the committee.

Prices for regular-grade gasoline reportedly have fallen as low as 14.4c per gal., ex 4.5c state and federal taxes, at stations along New Jersey Highways 4 and 17. Normal service station price in New Jersey is considered 19.8c, ex taxes.

Dealers Open Super Station

NEW YORK—Automotive Products Credit Assn's 16-pump private brand service station at Linden, N. J., opened for business Aug. 25.

Work on station, built by several gasoline dealers who are stockholders in the finance organization to meet competition of multi-pump, low-price stations, was interrupted when Houston Petroleum Co. obtained a temporary order restraining association from paving more than 50% of a 75-ft. setback from the highway. Court decision, however, favored association.

Pumps and paving have been installed, but a permanent building has not as yet been erected.

New LP-Gas Safety Rules

Special to NPN

BOSTON—A new set of regulations for LP-gas—"Standards for the Storage and Handling of Liquefied Petroleum Gases, 1950"—has been issued in booklet form by National Fire Protection Assn.

The 1950 manual reflects the development and expansion that has taken place in the LP-gas industry since the last edition in March, 1949. It clarifies LP-gas handling at tank car loading points and use in highway (house) trailers.

Regulations covering LP-gas safety measures for operation of farm engines and motor coaches are reportedly being planned for the 1951 manual.

Photo Credits

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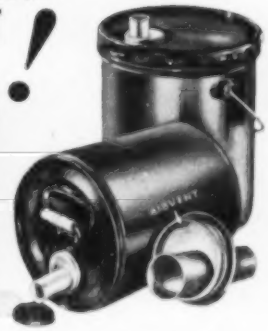
Now... A NEW SELF-VENTING POURING SPOUT!

G.P.&F. STEEL CONTAINERS MILWAUKEE

POURING DRUMS AND PAILS



Easier For You to Fill . . . Easier For Your Customers to Use

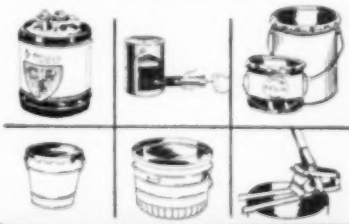
Here is a real improvement in pouring drums and pails. This new spout means fast, smooth pouring without gurgling. The self-venting feature eliminates the need for puncturing top of container or paying for expensive vents. It also means, faster, easier filling. Made of round, seamless tubing, slightly tapered at bottom, the spout pulls out to form a tight, leak-proof seal, with a natural tilt that facilitates pouring. The air-vent spout is inserted into an inner seal, which in turn, is closed into a 75MM nozzle.

The spout can be shipped to you separately, so 75MM opening can be used for filling. Tool is furnished for inserting the spout after container is filled. Even with spout inserted, filling is easier and faster, because spout has larger diameter than ordinary pull-out type.

G. P. & F. Pouring Containers are also made with all types of standard pouring equipment.

SIZES: Lug covered pouring pails are obtainable in 2½ to 6½ gallon sizes . . . drums in 5 gallon sizes.

OTHER G.P.&F. CONTAINERS



G.P.&F. DOME TOP UTILITY CAN . . . 5 gal. and 40 lb. sizes. 26 and 28 gauge steel.

G.P.&F. E-Z-FILL GREASE GUN LOADER Container. Grease is drawn directly into gun without removing cover of pail. Fast, clean, economical.

also standard 25, 35 and 50 lb. GREASE PAILS, FLARING PAILS, GALVANIZED HALF BUSHEL BASKETS.

G.P.&F. CAN CRUSHER

Crushes empty 1 quart cans with a single stroke. Saves over 60% of filling station storage and haul-away costs. Keeps stations neat and clean.

GEUDER, PAESCHKE & FREY CO.
425 NORTH 13TH STREET • MILWAUKEE 3, WISCONSIN
Manufacturer of MET-L-TOP Ironing Tables

"I HAVE FOUND FRUEHAUFS INDI
ENGINEERED AND QUALITY CONSTR

SAYS G. F. ARDERY — CHARLES CI

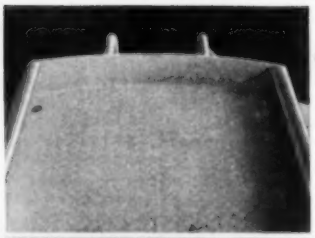
G. F. ARDERY

"I have found that Fruehauf Tank-Trailers are individually engineered and quality constructed, enabling me to have greater payloads over a longer period of time at a minimum of maintenance expense. *They are the most economical Trailers I can buy!*"

Mr. Ardery further states, "I get exceptional tire mileage with Fruehauf's Gravity-Tandem underconstruction, and Trailer replacement parts and maintenance repairs, when needed, are always *within close reach because of Fruehauf's many service Branches.*"

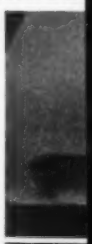
The 16 Ardery tandem Tank-Traile
stant use cover 120,000 miles a y
bulk plants and stations throug

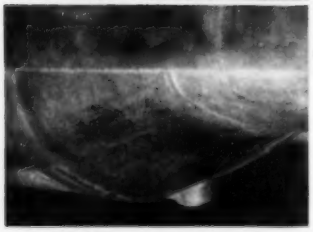
...HERE ARE FEATURES THAT MAK



DAMS PLUS DRAINS through tank confine spillage within walkway. Drains run close to, and parallel to, rear head minimizing "working" of welds around tube at shell.

STIFF LEG SUPPORTS that telescope are practical and light-weight. Wide feet prevent sinking in soft ground. They are engineered specifically for Tank-Trailers.





TRANSITION SHEET is gradually sloped to minimize weld stress. It's individually fitted, then welded with extreme care. This weak point in most tanks is a strong point on a Fruehauf.

BULKHEADS have scientifically determined "dish" for maximum resistance to excessive "breathing". Wider flanges afford better stress distribution, too. Both points afford extra strength.

FRUEHAUF TRAILER CO

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WORLD'S LARGEST

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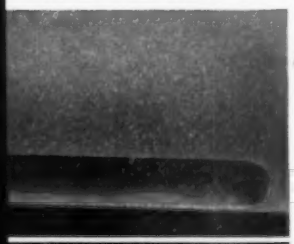
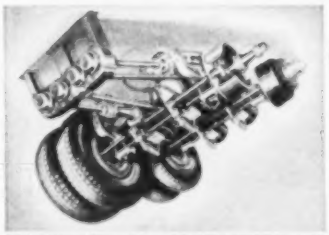
ach, to and from
the Hawkeye State.

UP THIS QUALITY CONSTRUCTION!

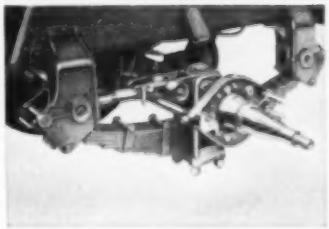


WHEEL WELLS are stamped from a single piece to assure perfect fit. Stamping substitutes rounded for sharp corners, eliminating stress points.



GRAVITY-TANDEM SUSPENSION provides a perfect cushioning of the tank both while loaded and empty. Operators report up to four times more tire mileage too!

WIDER BOLSTERS distribute road stresses evenly into tank shell, provide added support because they extend farther around the bottom periphery of the tank.



"MULTI-RATE" SUSPENSION provides spring action that is always exactly related to the load. Adjustable radius rods keep axle in perfect alignment, reducing tire wear to a minimum.

ANY • DETROIT 32 • LOS ANGELES 58 • In Canada: WESTON, ONT.

BUILDERS OF LIQUID HAULING EQUIPMENT!

Texaco Opens New Gasoline Terminal in Cleveland

Fire and oil storage were in the news in Cleveland and Indianapolis last week.

In Cleveland, city officials gave The Texas Co. a green light Aug. 23 to open its new 400,000-bbl. water terminal on the Cuyahoga River, in the heart of the city. Inadequate water supply for fire protection had held up the opening since the terminal was completed in July.

A second six-inch water main, to be completed within two weeks, will be laid in the area to satisfy city requirements. The terminal is principally for gasoline storage.

In Indianapolis, an explosion and fire struck one of the bulk plants of Crystal Flash Petroleum Corp. Aug. 24, during the unloading of a gasoline transport. The fire and blast destroyed 70,000 gals. of gasoline storage, a lube warehouse, office, a 1,000-gal. tank truck and a 5,000-gal. transport. Four employes were seriously burned.

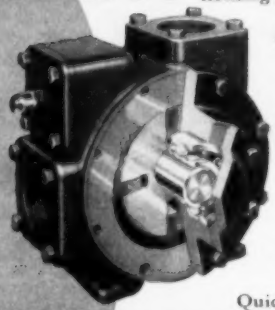
Undamaged were 125,000 gals. of fuel oil storage, most of the plant's bulk lube storage and a garage, according to J. E. Fehsenfeld, president. The company is continuing operations from a temporary office, delivering fuel oil from another plant elsewhere in the city, and light products from the plant of Warrior Petroleum Co., a subsidiary.

Crystal Flash plans to rebuild its office and warehouse, but not the gasoline storage.

BLACKMER TRUCK PUMPS ARE

QUIET — Freedom from noise is achieved with non metallic sliding vanes. This feature is exclusive with Blackmer.

THRIFTY — Priced right to buy, Blackmer Truck Pumps cost little or nothing for maintenance.



Self-adjusting for wear

Note the vane placement in the phantom pump and the enlarged detail at the left. Vanes are self-adjusting for wear. If the vanes eventually wear to the extent indicated by the shaded area in the drawing, they may be easily replaced at little cost. The pump lasts a lifetime.

FLEXIBLE — Quickly reversible, tapped or flanged connections, power take-off or engine driven, saddle or box mounting at any angle.

EFFICIENT — Full rated capacity of the 40, 60, 100 and 200 g.p.m. Blackmer truck pumps is delivered at moderate shaft speeds.

RUGGED — Precision-fitted parts of "battleship" durability are assembled into a lifetime unit for long, trouble-free service.

Because Blackmer Truck Pumps are rotary, positive displacement and self-priming, they serve every known service to which truck pumps can be put, some of which other types cannot handle. Because Blackmer supplies all popular sizes up to 200 g.p.m., your truck pump needs can best be served by Blackmer.

Write for Bulletin TP3 describing Blackmer Truck Pumps

Single Pumps — Dual Pumps — Manifolded Dual Pumps — Engine Driven Pumps

BLACKMER PUMP COMPANY—GRAND RAPIDS, MICHIGAN

New Company Buys Refinery

LOS ANGELES — Newly-formed operating company, Westoil Terminals Co., has purchased the physical assets of Pacific States Oil Co. in Los Angeles harbor area.

Included in transaction were 30,000 b/d independent refinery and over 1 million bbls. of bulk storage, together with about 100 acres of land.

C. Edward Miller, head of group which organized Westoil, has resigned as chairman of Time Oil Co. He stated that Westoil "has no connection as to financial operation or management" with Time Oil.

Refinery Modernized

CHICAGO—Newly installed catalytic desulfurizer at refinery of Johnson Oil Supply Co., Gary, Ind., went on stream recently, marking virtual completion of the refinery's modernization program. Refinery capacity has been increased to 3,500 b/d.

Owned by Thomas Johnson and his sons, Harold and Gerald, Johnson Supply marked its 11th year in business Aug. 16 with a party for customers.

Conspiracy Charges Denied

CHICAGO—Three oil companies, Indiana Standard, Deep Rock and Phillips, denied in U.S. District Court Aug. 28 they had conspired to keep Tann Service Stations of Milwaukee from obtaining gasoline supplies.

These three are among 14 oil companies, including both major suppliers and jobbers, being sued on charges of restraint of trade by Harry Tann, owner of Tann Stations, cut rate operator. Mr. Tann is seeking injunction to force defendants to sell him products.

In replies to Tann's petition, Indiana Standard, Deep Rock and Phillips pointed out that never had they had any business dealings with Tann, nor with any jobber who supplied him. For this reason, they contended, they never were in position to refuse him supplies, or to conspire to do so.

Mr. Tann and his attorneys failed to appear in court Aug. 28 and Judge Igoe continued case to Sept. 11.

Your Trucks Deliver More—for Less

with

EATON

2-Speed Truck

AXLES

Eaton 2-Speed Axles give you both pulling power and speed in the same vehicle—instantly available to meet every specific operating need. Your trucks do more jobs, make faster trips. With Eaton 2-Speed Axles, engines run at most efficient and economical speeds; operating and upkeep costs are reduced to a minimum; thousands of miles are added to vehicle life. And Eaton's planetary design adds thousands of miles to *axle* life. Gear tooth loads are better distributed; gear speeds are slower; stress and wear are reduced to a minimum. Eaton 2-Speed Axles are available for most trucks of the 1½-ton class and larger. Ask your truck dealer for a road demonstration.

Axle Division

EATON MANUFACTURING COMPANY

CLEVELAND, OHIO

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PRODUCTS: SODIUM COOLED, POPPET, AND FREE VALVES • TAPPETS • HYDRAULIC VALVE LIFTERS • VALVE SEAT INSERTS • ROTOR PUMPS • MOTOR TRUCK AXLES • PERMANENT MOLD GRAY IRON CASTINGS • HEATER-DEFROSTER UNITS • SNAP RINGS • SPRINGTITES SPRING WASHERS • COLD DRAWN STEEL • STAMPINGS • LEAF AND COIL SPRINGS • DYNAMATIC DRIVES, BRAKES, DYNAMOMETERS

J. P. Meder, Jr., Market Editor, NPN and Platt's OILGRAM Price Service, 50 West 50th St., New York (20) COlumbus 5-1400
Other OILGRAM News Bureaus: Cleveland (15), 1213 West 3rd St., CHerry 1-7672 • Chicago (3), 59 East Van Buren St., HArrison 7-1361 • Washington (14), 1008 National Press Building, NAtional 3477 • Houston (2), 528 First National Bank Bldg., ATwood 9472

South Penn, Other Buyers Up Penna. Crude 11c

The fourth increase this year in prices for Pennagrade crude oils, 11c per bbl., was made by South Penn Oil Co. and other principal Pennsylvania crude purchasers in the week ended Aug. 26.

Elsewhere in the nation, prices for burning oils continued their uptrend, but demand was off in most areas. Prices for range oil and kerosine were up 0.125c in the Midwest to 8.625 and 8.75c, respectively, for Group 3 basis tank car shipments. At New York Harbor, and most East Coast points, kerosine and No. 2 fuel were priced higher in amounts ranging from 0.3 to 0.5c per gal.

New price posted by Penna. crude buyers for topgrade oil was $4.00 per bbl. Announcing his company's advance, George J. Hanks, president of South Penn, said: "Refiners' demand for increased supply continues, compelling and justifying further advance in crude oil market."

South Penn's new prices are $4.00 per bbl. for Bradford-Allegany and Tiona-Sheffield, $3.57 for Southwest Penna., and $3.51 for Buckeye (Ohio) and Eureka (West Va.) crudes.

The Pennzoil Co. met the increase, posting $4.00 for crude purchased in the lower Pennsylvania district. Pure Oil Co. likewise advanced its prices for Cabin Creek and Kelly Creek, West Va., 11c to $3.51 per bbl. Ashland Oil & Refining Co. boosted its posting for crude in the Zanesville, Ohio, district, 5c to $3.00 per bbl.

Inability to supply the full needs of lubricating oil customers has been reported by Western Penna. refiners over the past several months with resultant heavy demand for, and tightening of, crude oil supplies.

While refiners of lubricants generally said they had "standing orders" for their output over the next several months, marketers reported demand for heating oils, after heavier than usual summer sales, had eased considerably. East Coast suppliers stated their barge customers were filled up, and waiting for cold weather to move out some of their supplies. In the Midwest, refiners said burning oils were "slow in the open market." Demand for light fuel oils, with exception of range oil, had eased, and No. 6 fuel for August Group 3 shipment was being "discounted" by 5c per bbl.

The industry, having met the near-term requirements for heating oils, was running at a record-breaking rate to assure supplies through the winter. In the Gulf-East Coast areas, inventories of distillate fuels on April 30 were about 18 million bbls. below those of the year previously, but estimated production up to and including Oct. 30 will probably range about 19.5 million bbls. greater than that of a year ago.

With secondary storage of light fuel oils at an exceptionally high level for the season, the gap between demand and supply gradually was closing. There were other indications that refiners were approaching balance between their production and anticipated demands of customers. Refiners on the Gulf Coast appeared more willing to trade for products they needed, whereas earlier this summer they were anxious to buy supplemental lots of Nos. 2 and bunker "C" fuels outright.

In the East, Atlantic Refining Co. made advances averaging 0.2c per gal. in its prices for distillate fuels, effective Aug. 23. The increases at most points match those made earlier this month by Socony-Vacuum in New England, Esso Standard at Middle Atlantic points and Kentucky Standard in the Southeast.

Socony-Vacuum made increases ranging from 20 to 25c per bbl. in its prices for light residual oils at New York and Albany, effective Aug. 22. The company's new barge price for No. 4 fuel (0-10 p.t. No. 5) was increased 20c at New York Harbor to $2.95.

In Chicago, Standard Oil Co. (Indiana) increased its tank wagon prices for heavy fuels 0.35c per gal., according to advices to NPN. For tank wagon loads (750 gals. and over), Standard's new prices, effective Aug. 22, were 9.5c for Stanolex Fuel "A" and 8.35c for Stanolex Fuel "C".

Continued heavy retail demand for gasoline, but little trading at wholesale, was reported in most refining districts. In the Midwest, prices for cycled gasoline in tank car lots showed successive declines, with offerings made at 10.25c, to 10.125c, and latest reported at 10c, Group 3. Gasoline production continued at high level, according to API figures, for week ended Aug. 19.

Tanker markets turned active and firm, and exerted continued upward pressure on prices along the East Coast. Last paid clean T2 rate for Gulf-New York was $2.71 per ton (USMC less 5%), up 14c from previous week. Last paid dirty rate for the same voyage was $2.57 (USMC less 10%), up 15c. To a New York Harbor marketer, the increased cost to transport No. 2 fuel in cargoes from the Gulf, including transportation tax, amounted at these rates to 0.932c per gal.

ATLANTIC COAST

Distillate Prices Rise 0.3 to 0.5c Gal.

Prices for heating oils moved upward along the Eastern Seaboard last week. Kerosine and No. 2 fuel were quoted at prices 0.5c per gal. higher at most points in the Southeast, and in amounts ranging from 0.3c to 0.5c at New York Harbor and points north.

At the same time that prices for kerosine and No. 2 were moving upward, orders from resellers were falling off. Secondary buyers for the most part had filled their tanks before the advances took place, and now were waiting for fall retail orders to come in. The result was that primary marketers were getting the respite needed

Summary of Daily Gasoline Prices (August 22 through August 28)

	Monday Aug. 28	Friday Aug. 25	Thursday Aug. 24	Wednesday Aug. 23	Tuesday Aug. 22
Motor Gasoline 93 Oct. R (Premium):					
Oklahoma (Group 3)	11.375(1)	11.375(1)	11.375(1)	11.375(1)	11.375(1)
Midwestern (Group 2 basis)	11.5(a)(1)	11.5(a)(1)	11.5(a)(1)	11.375(1)	11.5(a)(1)
N. Tex. (For shipt. to Tex.&N.M. dest'ns)	(1)12.25-13.25(1)	(1)12.25-13.25(1)	(1)12.25-13.25(1)	(1)12.25-13.25(1)	(1)12.25-13.25(1)
W. Tex. (For shipt. to Tex.&N.M. dest'ns)	12.5(1)	12.5(1)	12.5(1)	12.5(1)	12.5-1(1)
E. Tex. (For shipt. to Tex.&N.M. dest'ns)	12(1)	12(1)	12(1)	12(1)	12(1)
Cent. W. Tex. (Truck Trasp.)	12(1)	12(1)	12(1)	12(1)	12(1)
Motor Gasoline 90 Oct. R (Premium):					
Oklahoma (Group 3)	(2)11.375-11.625(3)	(2)11.375-11.625(2)	(2)11.375-11.625(3)	(2)11.375-11.625(3)	(2)11.375-11.625(3)
Midwestern (Group 2 basis)	(2)11.375-11.875(1)	(2)11.375-11.875(1)	(2)11.375-11.875(1)	(2)11.375-11.875(1)	(2)11.375-11.875(1)
N. Tex. (For shipt. to Tex.&N.M. dest'ns)					
W. Tex. (For shipt. to Tex.&N.M. dest'ns)	12(1)	12(1)	12(1)	12(1)	12(1)
E. Tex. (For shipt. to Tex.&N.M. dest'ns)	11.75(2)	11.75(2)	11.75(2)	11.75(2)	11.75(2)
Motor Gasoline 88 Oct. R (Premium):					
Oklahoma (Group 3)	(2)11.375-11.625(2)	(2)11.375-11.625(2)	(2)11.375-11.625(2)	(2)11.375-11.625(2)	(2)11.375-11.625(2)
Midwestern (Group 2 basis)	(2)11.375-11.625(2)	(2)11.375-11.625(2)	(2)11.375-11.625(2)	(2)11.375-11.625(2)	(2)11.375-11.625(2)
N. Tex. (For shipt. to Tex.&N.M. dest'ns)	(3)12-12.75(1)	(3)12-12.75(1)	(3)12-12.75(1)	(3)12-12.75(1)	(3)12-12.75(1)
W. Tex. (For shipt. to Tex.&N.M. dest'ns)	12(2)	12(2)	12(2)	12(2)	12(2)
E. Tex. (Truck Trasp.)	(1)11.75-12.5(1)	(1)11.75-12.5(1)	(1)11.75-12.5(1)	(1)11.75-12.5(1)	(1)11.75-12.5(1)
Cent. W. Tex. (Truck Trasp.)	12(1)	12(1)	12(1)	12(1)	12(1)
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)
W. Tex. (For shipt. to Tex.&N.M. dest'ns)	12(3)	12(3)	12(3)	12(3)	12(3)
E. Tex. (Truck Trasp.)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)
Motor Gasoline 84 Oct. R (Regular):					
Oklahoma (Group 3)	10.375(1)	10.375(1)	10.375(1)	10.375(1)	10.375(1)
Midwestern (Group 2 basis)	10.375(2)	10.375(2)	10.375(2)	10.375(2)	10.375(2)
N. Tex. (For shipt. to Tex.&N.M. dest'ns)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)
W. Tex. (For shipt. to Tex.&N.M. dest'ns)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
E. Tex. (Truck Trasp.)	10.75(1)	10.75(1)	10.75(1)	10.75(1)	10.75(1)
Cent. W. Tex. (Truck Trasp.)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
Motor Gasoline 82 Oct. R:					
Oklahoma (Group 3)	(4)10.375-10.625(3)	(4)10.375-10.625(3)	(4)10.375-10.625(3)	(4)10.375-10.625(3)	(4)10.375-10.625(3)
Midwestern (Group 2 basis)	(3)10.375-10.875(1)	(3)10.375-10.875(1)	(3)10.375-10.875(1)	(3)10.375-10.875(1)	(3)10.375-10.875(1)
N. Tex. (For shipt. to Tex.&N.M. dest'ns)	(1)10.75-11.7(1)	(1)10.75-11.7(1)	(1)10.75-11.7(1)	(1)10.75-11.7(1)	(1)10.75-11.7(1)
W. Tex. (For shipt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
E. Tex. (Truck Trasp.)	(1)10.5-11(2)	(1)10.5-11(2)	(1)10.5-11(2)	(1)10.5-11(2)	(1)10.5-11(2)
Cent. W. Tex. (Truck Trasp.)	10.75(1)	10.75(1)	10.75(1)	10.75(1)	10.75(1)
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(1)10.375-10.5(1)	(1)10.375-10.5(1)	(1)10.375-10.5(1)	(1)10.375-10.5(1)	(1)10.375-10.5(1)
N. Tex. (For shipt. to Tex.&N.M. dest'ns)	10.75(1)	10.75(1)	10.75(1)	10.75(1)	10.75(1)
W. Tex. (For shipt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
E. Tex. (Truck Trasp.)	—	—	—	—	—
Cent. W. Tex. (Truck Trasp.)	—	—	—	—	—
Motor Gasoline 60 Oct. M. & below:					
Oklahoma (Group 3)	(2)9.625-10(1)	(2)9.625-10(1)	(2)9.625-10(1)	(2)9.625-10(1)	(2)9.625-10(1)
Midwestern (Group 2 basis)	(1)9.625-9.875(1)	(1)9.625-9.875(1)	(1)9.625-9.875(1)	(2)9.625-9.875(1)	(2)9.625-9.875(1)
N. Tex. (For shipt. to Tex.&N.M. dest'ns)	(1)9.75-10.8(1)	(1)9.75-10.8(1)	(1)9.75-10.8(1)	(1)9.75-10.8(1)	(1)9.75-10.8(1)
W. Tex. (For shipt. to Tex.&N.M. dest'ns)	(1)10.25-10.5(2)	(1)10.25-10.5(2)	(1)10.25-10.5(2)	(1)10.25-10.5(2)	(1)10.25-10.5(2)
E. Tex. (Truck Trasp.)	(2)9.875-10.5(1)	(2)9.875-10.5(1)	(2)9.875-10.5(1)	(2)9.875-10.5(1)	(2)9.875-10.5(1)
Cent. W. Tex. (Truck Trasp.)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)
Motor Gasoline 93 Oct. R (Premium):					
New York harbor	(1)14.75-15(1)	(1)14.75-15(1)	(1)14.75-15(1)	(1)14.75-15(1)	(1)14.75-15(1)
New York harbor, barges	(1)14.65-14.9(1)	(1)14.65-14.9(1)	(1)14.65-14.9(1)	(1)14.65-14.9(1)	(1)14.65-14.9(1)
Philadelphia	(1)15.15-15.2(1)	(1)15.15-15.2(1)	(1)15.15-15.2(1)	(1)15.15-15.2(1)	(1)15.15-15.2(1)
Philadelphia, barges	15.05(1)	15.05(1)	15.05(1)	15.05(1)	15.05(1)
Baltimore	(1)12.9-13(1)	(1)12.9-13(1)	(1)12.9-13(1)	(1)12.9-13(1)	(1)12.9-13(1)
Baltimore, barges	(1)12.8-14.55(1)	(1)12.8-14.55(1)	(1)12.8-14.55(1)	(1)12.8-14.55(1)	(1)12.8-14.55(1)
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	(2)13.85-14.35(1)	(2)13.85-14.35(1)	(2)13.85-14.35(1)	(2)13.85-14.35(1)	(2)13.85-14.35(1)
New York harbor, barges	(2)13.75-14.25(1)	(2)13.75-14.25(1)	(2)13.75-14.25(1)	(2)13.75-14.25(1)	(2)13.75-14.25(1)
Philadelphia	15.15(1)	15.15(1)	15.15(1)	15.15(1)	15.15(1)
Philadelphia, barges	15.05(1)	15.05(1)	15.05(1)	15.05(1)	15.05(1)
Baltimore	(1)12.9-14.05(1)	(1)12.9-14.05(1)	(1)12.9-14.05(1)	(1)12.9-14.05(1)	(1)12.9-14.05(1)
Baltimore, barges	12.8(1)	12.8(1)	12.8(1)	12.8(1)	12.8(1)
Motor Gasoline 88 Oct. R (Regular):					
New York harbor	(3)12.85-13.8(1)	(3)12.85-13.8(1)	(3)12.85-13.8(1)	(3)12.85-13.8(1)	(3)12.85-13.8(1)
New York harbor, barges	(3)12.75-13.4(1)	(3)12.75-13.4(1)	(3)12.75-13.4(1)	(3)12.75-13.4(1)	(3)12.75-13.4(1)
Philadelphia	(2)13.7-13.8(1)	(2)13.7-13.8(1)	(2)13.7-13.8(1)	(2)13.7-13.8(1)	(2)13.7-13.8(1)
Philadelphia, barges	(1)13.6-13.8(1)	(1)13.6-13.8(1)	(1)13.6-13.8(1)	(1)13.6-13.8(1)	(1)13.6-13.8(1)
Baltimore	(3)11.9-13.5(1)	(3)11.9-13.5(1)	(3)11.9-13.5(1)	(3)11.9-13.5(1)	(3)11.9-13.5(1)
Baltimore, barges	(1)11.8-13.3(1)	(1)11.8-13.3(1)	(1)11.8-13.3(1)	(1)11.8-13.3(1)	(1)11.8-13.3(1)
Motor Gasoline:					
Western Penna., Bradford-Warren:					
86 Oct. R (Prem)	(1)12.75-14(1)	(1)12.75-14(1)	(1)12.75-14(1)	(1)12.75-14(1)	(1)12.75-14(1)
83 Oct. R (Regular)	12.75(2)	12.75(2)	12.75(2)	12.75(2)	12.75(2)
Western Penna., Oil City:					
86 Oct. R (Prem)	(1)13.4-13.9(1)	(1)13.4-13.9(1)	(1)13.4-13.9(1)	(1)13.4-13.9(1)	(1)13.4-13.9(1)
83 Oct. R (Regular)	(1)12.4-12.9(1)	(1)12.4-12.9(1)	(1)12.4-12.9(1)	(1)12.4-12.9(1)	(1)12.4-12.9(1)
Western Penna., Pittsburgh:					
86 Oct. R (Prem)	(1)13-13.9(2)	(1)13-13.9(2)	(1)13-13.9(2)	(1)13-13.9(2)	(1)13-13.9(2)
83 Oct. R (Regular)	12.9(2)	12.9(2)	12.9(2)	12.9(2)	12.9(2)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

to fill their tanks, either by refining or by tanker movements from the Gulf.

Marketers were looking forward to September as a period that could quell the "shortage talk" so prevalent recently in the eastern oil trade. One major said he estimated that Gulf-East Coast stocks of distillate fuels over the coming three or four weeks may easily show additions to inventory of from 2.5 to 3 million bbls. per week.

Barge lots of No. 2 fuel at New York Harbor following two successive increases totaling 0.5c, generally were quoted at 8.5c per gal., and kerosine for the same method of delivery 9.5c.

Following 0.5c increases by suppliers in the Southeast, kerosine was quoted at 10.5c, tank cars, at seaboard terminals, and 9.5c for No. 2 and Diesel fuels.

At New York Harbor and several points in New England, 6-10 n. t. No. 5 fuel was priced higher in amounts ranging from 5 to 18c per bbl.

No changes in gasoline or heavy fuel prices were reported. Resellers at points along the middle Atlantic coast generally said they were getting ample gasoline from their regular suppliers. Despite the strong pressure for higher bunker prices caused by rises in tanker transportation rates, heavy fuel was reported in "easier supply" than for several months in the past.

With most resellers out of the market temporarily for heating oils, and negligible inquiry for gasoline and heavy fuel, open market trading was extremely quiet. There were a few Canadian inquiries for No. 2 fuel at New York Harbor, and unconfirmed reports that "a barge or two" were sold at 8.4c per gal.

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 37 and the price tables appearing on pages 40-45 of this issue:

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjacent to the low; if the change is on the high of the price change, the "X" is adjacent to the high; a change from the one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range is indicated with an "X" to the right of the new price.

In the Gulf Coast Cargo price table on page 43 the parenthetical figures after each price indicate the number of companies quoting that price.

In all other price tables, the parenthetical figures before and after prices, indicate the number of companies quoting the lows and the highs of the price ranges; no attempt is made to indicate the number of companies whose prices are within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

WESTERN PENNA.

Cylinder Stock Prices Up 0.5c Gal.

Several grades of cylinder oil were priced 0.5c per gal. higher in the Western Penna. district in the week ended Aug. 26, and the general tendency in prices for all products continued upward. Three refiners made increases ranging from 0.5 to 1.5c per gal. in their prices for lubricating oils, a number priced their light fuel oils higher in amounts up to 0.5c, and the majority boosted their scale wax price 0.25c to 4c per lb., and one 0.5c to 4.25c.

Shortage of lubricating oils, and backlogs of orders for light fuel oils left little to be traded in the open market. New York brokers and export agents said they had "standing orders" for bright stocks and neutral oils, some from established buyers in the Penna. field, that they were unable to fill. Refiners, in turn, reported their prices applied to regular customers only, and one, in the market for supplemental quantities of lubes, said he had been offered only one car of 25 p. t. 200 vis. neutral priced 27c per gal. Quotation of most refiners for this oil was 25c.

Quotations for 650 s. r. cylinder stock ranged from 20 to 21c per gal., and 600 flash was quoted at 22c by several refiners, both prices up 0.5c per gal. on the lows.

A Bradford-Warren district refiner increased his prices for distillate fuels 0.25c per gal. across the board to 10.25c for kerosine, and 9.5c for Nos. 2 and 3 fuels. Another refiner in the district boosted his kerosine price 0.5c and No. 2 fuel 0.25c.

In the Pittsburgh district, quotations of 10.5c for kerosine, 10c for No. 2 fuel and 9.5c for 36-40 gas oil were made by one refiner, all up 0.5c per gal. from his previous prices.

The general tightness of supply was atttributed to a number of factors. Light fuel buyers appeared anxious to stock up much earlier this year than last, refiners said. Buyers of lubricating oils continued to take all they could find, some of them probably of the opinion that any further expansion in military orders for avlubes might result in curtailed offerings from their regular sources of supply.

GULF COAST

Distillate Fuel Supplies Loosen Up

Some easing of the supply situation in the Gulf Coast market was reported in late August. Distillate fuel oils were "loosening up somewhat," as indicated in several sales in cargo lots. In addition, the recent preponderance of cargo buyers over sellers appeared to be waning.

Refiners in some instances were reported willing to make exchanges in order to obtain extra lots of No. 2 and bunker "C" fuels, whereas previously they had wanted to buy outright. To the trade, all this meant the district gradually was approaching a balance between production and anticipated demands of customers.

There continued reports of "premium" bids for kerosine and No. 2 fuel, but many East Coast buyers, while still short, were unwilling to pay more than 7.5c for No. 2.

Sale of one cargo of No. 2 at 7.25c, open spot, for September East Coast delivery was made. A T2 cargo of kerosine also changed hands at a price of 9.5c, delivered New York Harbor. There also were unconfirmed reports of two cargoes of gas oil sold to non-regular buyers. Prices for No. 2 fuel ranged upward from 7.25c per gal., and from 8.5 to 9c for kerosine.

Gasoline and heavy fuel markets were quiet. East Coast buyers, with their own terminal storage of residual more comfortable than in recent months, appeared less willing to pay the "15c premium" asked for low sulfur bunker "C." Most of the Independents were sold up on gasoline testing 85-86 oct. Research, and other refiners still had little to offer for prompt movement. On the other hand, inquiry was very light.

Refiners in the Southwest for the most part looked for general "improvement" in their inventories. The operating rate in the Gulf was high compared to this time a year ago, and this was prompting some East Coast buyers to "lay off" in the expectation that product would be more plentiful in the fall.

MID-CONTINENT

Fall Dip in 'Gas' Demand Appears Near

Expected seasonal slump in gasoline demand appeared to be nearing in the Mid-Continent the past week, as several market sources reported instances of "price shading" and material was said to be "more readily available" than in recent past. Distillate fuels and lubricating oils continued to lead in regular-customer demand, while little change was reported in heavy fuel market.

Locally, gasoline demand remained good in most areas. In the open market, however, most refiners said gasoline demand was falling. Some predicted that it would slip considerably during next few weeks. Meanwhile, cycled gasoline was offered to brokers for resale at 0.5c per gal. "under published prices" in some cases. An Oklahoma broker said he had been unable to resell several small quantities at "0.375c under the low."

A slight lull in burning oils was reported, but this was expected to be only temporary. Most refiners said demand still was strong, and inventories generally were said to be low. One refiner in Oklahoma said he had been offered 0.5c "over the lows" for light fuels; an East Texas refiner said his shipments were 30 days behind.

Lubricating oil prices generally remained unchanged during the week, but demand still was "very strong," it was stated.

Two sales, one involving "several thousand barrels" and

Crude Oil Prices

Pennsylvania grade crude prices up 5 to 11c per bbl. (see p. 36). No other changes reported in week ended Aug. 26. For complete crude price schedules see p. 46-47 of this issue.

NPN Gasoline Index

	Cents Per Gal. Dealer T.W.	Tank Car
Aug. 28	15.47	11.61
Month Ago	15.40	11.56
Year Ago	13.19	11.19

Dealer index is an average of dealer tank wagon prices ex tax in 50 cities.

Tank car index is weighted average of following wholesale markets for regular-grade gasoline, FOB refineries of terminals: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, Philadelphia, Jacksonville, Boston, and Gulf Coast.

the other 5,000 bbls., of No. 6 fuel were reported during the week, both FOB Group 3. The 5,000 bbl. sale was to a broker at $1.60, for resale. Price for the other lot was not disclosed. Otherwise, heavy fuel market was described as "quiet."

CENTRAL MICHIGAN

Residual Fuel Supplies Short

Residual fuel was in "severe" short supply in Central Michigan, according to reports of refiners the past week, and a number of refiners began searching other refining districts for material to meet their commitments.

Open market trading continued to be held in check by lack of offerings. Most refiners said "all indications" pointed toward close supply/demand situation in light fuels for coming heating season. Gasoline demand was on a par with production.

Several refiners declared they would buy No. 6 fuel at a "reasonable" price, and one disclosed purchase of 10 cars for a consumer account. Price paid was $1.65 per bbl., Group 3 basis (approximately 9.4c per gal., delivered Central Michigan), to an East Texas refiner. Sources reported "substantial" amount of No. 6 fuel was available in Chicago area for immediate shipment at 8.8c per gal., delivered Central Michigan. Quotations reported by Central Michigan refiners for No. 6 ranged from 7 to 7.5c, FOB plant.

MIDWESTERN (Chicago-E. St. Louis Area)

Light Fuel Prices Rise 0.125-0.5c

Higher prices were quoted for light fuels in the Midwest during the fourth week of August. At same time, tank car marketers who previously reported range oil and No. 2 fuel "unavailable" to resellers said No. 2 was now available for immediate shipment, while range oil remained tight.

Trade sources generally said there were indications that gasoline demand had reached its peak. Refiners reported demand ran about equal to production. Easing, however, was noted in cycled grades, down 0.25c during the week. Marketers continued to offer No. 6 fuel for immediate shipment at price below refiners' quotations.

Products that ranged higher in price were: 42-44 kerosine, 8.75 to 9.25c, up 0.125c on low and high; 41-43 kerosine, 8.75 to 9c, up 0.125c on the low; range oil, 8.625c, up 0.125c; 58 d.i. Diesel fuel, 8.25c to 9.25c, up 0.5c on the high; No. 1 fuel, 8.5 to 8.625c, up 0.125c on high.

One refiner reported selling two cars of kerosine at 8.75c, Group 3. Marketers reported sales of No. 2 fuel at 7.875c and range oil at 8.5c; sales made before prices advanced.

Cycled regular-grade gasoline was offered by marketers late in the week at 10c per gal., Group 3 basis; sales at 10.125c had been reported early in the week. Midwest refiners quoted 82 oct. Research refined gasoline at 10.375 to 10.875c, Group 3.

No. 6 fuel was offered for August shipment upward from $1.60 per bbl., Group 3, by marketers, up on the low from $1.575 from week previous. Refiners quoted No. 6 at $1.65 per bbl. and reported product "tight."

CHICAGO DISTRICT

Distillates Tight, Terminal Prices Up

Distillate fuels were priced higher in a "very tight" market in Chicago District last week. Terminal operators and refiners indicated a general reluctance to sell to anyone but their own jobber-customers.

Prices for regular-grade gasoline edged higher; other grades were steady. Except for "heavy selling" of No. 5 fuel by one terminal operator, heavy fuels moved slowly in open market during the week.

Range oil was quoted at 10.75 to 11c, up 0.25c on the low. No. 2 fuel ranged from 9.75 to 10.125c, up 0.125c on both low and high.

Quotations for 82 Research regular gasoline ranged from 12.75 to 12.875c, up 0.125c on the high. Sales in transport lots were reported at both prices.

Terminal operator quoting price of 7.52c, FOB his terminal, for No. 5 high sulfur fuel declared he was "about sold out" after a week of heavy selling. Other prices for this grade of fuel ranged to 7.9c, Chicago District.

Kerosine Index Up 2%, Lube Oil 2.4%

WASHINGTON—Price index for kerosine jumped 2.0% during week ended Aug. 22, while lube oil index continued upward trend of past several weeks—rising 2.4% during the past week. Following is the Bureau of Labor Statistics complete oil price index, based on *Platt's Oilgram* quotations, for weeks ended on comparative dates indicated (1947 equals 100):

	Aug. 22 1950	Aug. 15 1950	Aug. 23 1949	% Change Aug. 15 1950 to Aug. 22 1950
Crude and products	121.1	120.4	111.5	+0.6
Crude	132.8	132.8	132.4	—
Refined products	118.5	118.1	107.5	+0.7
Gasoline	120.6	120.7	123.9	+0.2
Kerosine	123.7	120.2	103.9	+2.0
Distillate fuels	123.5	121.5	111.5	+1.6
Residual fuels	87.2	87.2	74.3	—
Lubricating oils	77.6	75.8	87.7	+2.4
Natural gasoline	98.2	98.2	91.2	—

July, 1950, Petroleum Shipments by Barges via Mississippi River and Tributaries

(Figures in bbls. Prepared by Oil and Gas Division of Interior Department)

From TEXAS to:	Crude Oil	Gasoline	Kerosine	Heating Oil	Gas Oil	Fuel Oil	Lubes	Misc. Prod.	Total
DIST. 1						100,728	36,451		137,179
DIST. 2		857,058	67,405	281,488	36,670		8,156		1,250,755
Ind., Ill., Ky., etc.		811,248	67,405	281,488	36,670		8,156		1,204,965
Mo., Iowa, etc.		45,790							45,790
MISS. RIVER DIST. 3		32,670	3,759		7,400				43,829
From LOUISIANA to:									
DIST. 1		66,399			17,460	137,264	8,522		229,645
DIST. 2	802,062	1,599,244	347,488	234,422	264,237	235,029	3,817		3,486,299
East Ohio						7,500			7,500
Ind., Ill., Ky., etc.	802,062	1,599,450	290,754	225,388	263,081	227,470	3,817		3,292,000
Mo., Iowa, etc.		216,294	56,734	9,034	656				276,840
DIST. 3		237,995	38,474		28,932	3,796		14,174	322,671
From ARK.-MISS. to:									
DIST. 2	448,538	1,362,175	62,626	92,176					1,955,515
Ind., Ill., Ky., etc.	448,538	1,088,410	47,008	72,434					1,657,477
Mo., Iowa, etc.		273,766	15,618	8,742					298,038
DIST. 3		80,222							80,222
TOTAL RIVER BARGES	1,250,600	4,298,753	519,452	508,094	358,480	476,817	56,946	14,174	7,479,315

Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT AUG. 28

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all NPN-OILGRAM offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators; for current sales and shipments; for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge, prices applying to barges or barges or truck transport lots only, as designated; FOB refineries or terminals; in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers, and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and which they confine to their regular customers only, and such prices appear in the price tables. Octane ratings are ASTM, Research Method ratings, indicated by letter R, are minimum ratings. Motor Method ratings are indicated by letter M. Parenthetical figures before and after prices indicate number of companies quoting the lows and highs of the ranges. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service invoice.

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GASOLINE

OKLAHOMA (Group 3)

93 Oct. R Prem.	11.375(1)
90 Oct. R Prem.	(3)11.375-11.625(3)
88 Oct. R Prem.	(2)11.375-11.625(2)
86 Oct. R Prem.	(1)11.375-11.5(1)
84 Oct. R Reg.	10.375(1)
82 Oct. R Reg.	(1)10.375-10.625(1)
80 Oct. R Reg.	(1)10.375-10.5(1)
60 Oct. M & below	(2)9.625-10(1)

MIDWEST (Group 3 basis)

93 Oct. R Prem.	11.375(1)
90 Oct. R Prem.	(2)11.375-11.875(1)
88 Oct. R Prem.	(2)11.375-11.625(2)
84 Oct. R Reg.	10.375(2)
82 Oct. R Reg.	(2)10.375-10.875(1)
60 Oct. M & below	(1)9.625-9.875(1)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	(1)12.75-13.25(1)
90 Oct. R Prem.	.....
88 Oct. R Prem.	(3)12-12.75(1)
84 Oct. R Reg.	(1)11.25-11.5(1)
82 Oct. R Reg.	(1)10.75-11.7(1)
80 Oct. R Reg.	10.75(1)
60 Oct. M & below	(1)9.75-10.8(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	12.5(1)
90 Oct. R Prem.	12(1)
88 Oct. R Prem.	12(2)
86 Oct. R Prem.	12(1)
84 Oct. R Reg.	11.25(1)
82 Oct. R Reg.	11(2)
80 Oct. R Reg.	11(2)
60 Oct. M & below	(1)10.25-10.5(2)

E. TEX. (Truck tnspt.)

93 Oct. R Prem.	12(1)
90 Oct. R Prem.	11.75(2)
88 Oct. R Prem.	(1)11.75-12.5(1)
86 Oct. R Prem.	(1)11.5-12.5(1)
84 Oct. R Reg.	10.75(1)
82 Oct. R Reg.	(1)10.5-11(2)
80 Oct. R Reg.	.....
60 Oct. M & below	(2)9.875-10.5(1)

CENT. W. TEX. (Truck Transpt.)

93 Oct. R Prem.	12(1)
88 Oct. R Prem.	12(1)
84 Oct. R Reg.	11.25(1)
82 Oct. R Reg.	10.75(1)
80 Oct. R Reg.	.....
60 Oct. M & below	(1)9.5-10.4(1)

ARK. (For shipment to Ark. & La.)

86 Oct. R Prem.	11.75(1)
80 Oct. R Reg.	10.75(1)
60 Oct. M & below	9.625(1)

KANSAS (For Kansas destinations only)

90 Oct. R Prem.	11.6(1)
88 Oct. R Prem.	(1)11.5-11.6(1)
86 Oct. R Prem.	(2)11.5-12(1)
82 Oct. R Reg.	(1)10.5-10.6(1)
80 Oct. R Reg.	(2)10.5-11(1)
60 Oct. M & below	(2)9.6-10.147(3)

WESTERN PENNA.

Bradford-Warren:

86 Oct. R Prem.	(1)13.75-14(1)
82 Oct. R Reg.	12.75(2)

Oil City:

86 Oct. R Prem.	(1)12.4-13.5(1)
82 Oct. R Reg.	(1)12.4-12.5(1)

Pittsburgh:

86 Oct. R Prem.	(1)13-13.8(2)
82 Oct. R Reg.	12.9(2)

CENTRAL MICHIGAN

(FOB Central Michigan refineries)

90 Oct. R Prem.	(2)14-14.5(1)
86 Oct. R Prem.	(1)13.25-14.25(1)
84 Oct. R Reg.	(3)13-13.5(1)
82 Oct. R Reg.	(1)12.25-12.5(1)
Str. run gasoline, excl. Detroit shpt.	(5)10.5-12.125(1)

OHIO—Quotations of S. O. for delivery to Ohio points:

85 Oct. R Reg.	14.0

CALIFORNIA

Los Angeles dist.:

80-82 Oct. M Prem.	(1)12.5-16.1(1)
74-76 Oct. M Reg.	(1)11-13.6(2)

San Fran. dist.:

80-82 Oct. M Prem.	(1)15.85-16.6(1)
74-76 Oct. M Reg.	(1)13.85-14.1(1)

San Joaquin Valley:

80-82 Oct. M Prem.	(1)15.85-16.6(1)
74-76 Oct. M Reg.	(1)13.85-14.1(1)

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 col. Vis. at 70° F. 200 Vis. (180 at 100°) 420-425 fl.

8 p.t.	28.5(1)
10 p.t.	27.5(1)
15 p.t.	26.5(1)
25 p.t.	25(3)

150 Vis. (142 at 100°) 498-505 fl.

8 p.t.	26.5(1)
10 p.t.	25.5(1)
15 p.t.	24.5(1)
25 p.t.	(1)23-24(3)

Bright Stocks

145-155 vis. at 210°, 540-550 fl., No. 8 col.

10 p.t.	27.5(1)
15 p.t.	26.5(1)
25 p.t.	25

CYLINDER STOCKS:

600 S.R. Sliver(1)	(1)19-20(1)X
650 S.R.	X(1)20-22(1)X
900 fl.	X(1)22-24(1)X
630 fl.	23(1)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210°. Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional

Pale Oils	Col.	
60-65 vis.	2	(1)12.5-13.5(1)
96-110 vis.	2	(1)13-13.5(1)
150 vis.	2	(1)13.5-14.5(1)
180 vis.	2	(1)14.5-15(1)
200 vis.	2	(2)14.5-15.5(1)
250 vis.	2	(2)15-16(1)
280 vis.	3	(1)15-16.5(1)
300 vis.	3	X(1)16-17(1)

Bright Stock—Conventional

200 vis. D: 10-25 p.p.	27(1)
150-160 vis. D: 0-10 p.p.	X24(2)
10-25 p.p.	X(1)23.5-24(1)X
120 vis. D: 0-10 p.p.	X(1)22.5-23(1)X

Bright Stock—Solvent

150-160 vis. 0-10 p.p. (2 v.)	(1)26-28(3)

Neutral Oils—Solvent

170-180 vis. 88 v.i.	(1)17-20.25(1)
290-310 vis. 90-85 v.i.	(1)18-20.5(1)
300 vis. 85 v.i.	(1)18.5-21(2)

Cylinder Stocks

600 S.R. (olive green)	18(1)

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS:

VIS.	COLOR	
100	1½-2½	(3)11.5-12.5(2)
200	No. 2-3	12.5(5)
300	No. 2-3	13.25(5)
500	No. 2½-3½	14.5(5)
750	No. 3-4	14.75(5)
1200	No. 3-4	15.5(4)
2000	No. 4	16.5(5)

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Fluorescent color for solvent extracted and additive lube oils.

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PATERSON 4, N. J.

Marketer of Petroleum Products

NEW ENGLAND PETROLEUM CORPORATION

New York Boston

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UNIFORM HIGH QUALITY

DEEP ROCK

DEEP ROCK OIL CORPORATION
616 South Michigan Avenue
Chicago 90, Illinois

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT AUG. 28

(SOUTH TEXAS cont'd.)

RED OILS:

100	No. 5-6	(2)11.5-12.5(2)
200	No. 5-6	12.5(3)
300	No. 5-6	14.25(3)
500	No. 5-6	14(3)
750	No. 5-6	14.75(3)
1200	No. 5-6	15.25(3)
2000	No. 5-6	16.5(3)

KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	x(1)5.75-9(1)
42-44 w.w.	x(1)5.75-9.75(1)
Range oil	(1)6.5-8.75(2)
58 & above D.I. diesel	(1)8.25-9(1)
No. 1 p.w.	(2)6.5-9.625(1)x
No. 1 stove	x(2)8.5-9(1)x
No. 2 straw	(1)7.875-9.625(1)x
No. 4	7.5(1)
No. 6	(1)$1.65-1.75(2)

MIDWESTERN (Group 3 basis)

41-43 w.w.	x(1)6.75-9(1)
42-44 w.w.	(1)6.75-9.25(1)x
Range oil	x8.625(1)
58 & above D.I. diesel	(1)8.25-9.25(1)x
No. 1 p.w.	(2)6.5-8.625(1)x
No. 2 straw	(2)7.875-8.125(1)
No. 6	$1.65(1)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	(2)8.5-9.25(1)
42-44 w.w.	9(2)
58 D.I.	(1)9.9(1)
No. 2 straw	(1)8-9.25(1)
No. 6 fuel	$1.65(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	
42-44 w.w.	10.5(1)
No. 1 straw	9.25(2)
No. 2 straw	(1)8.5-9.25(1)
No. 6 fuel	(1)$1.65-1.80(1)

E. TEX. (Truck trnspt.)

41-43 w.w.	x(1)5.75-9.25(1)
42-44 w.w.	x(1)8.65-9.5(1)
58 & above D.I. diesel	(1)8-9(2)
No. 2 fuel	(1)8.9-9.25(1)
No. 6	(2)$1.65-1.75(2)

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	(1)9-9.5(1)
58 & above D.I. diesel	(1)8.75-9.25(1)
U.G.I. gas oil	8.5(1)
No. 1 fuel	9.25(1)
No. 2 fuel	(1)8-9(1)
No. 5 fuel	
No. 6 fuel	(1)$1.65-2.00(1)

KANSAS (For Kansas destinations only)

42-44 w.w.	(1)8.6-9.875(1)
58 & above Diesel	x(1)8.875-9.5(1)
No. 1 fuel	(1)8.4-9.625(1)
No. 2 fuel	(1)7.7-9.375(1)
No. 4 fuel	$2.77(1)
No. 5 fuel	(1)$2.17-2.27(1)
No. 6 fuel	(1)$1.67-1.83(1)

ARK. (For shipment to Ark., La.)

42-44 w.w.	x8.75(1)
Tractor fuel	9.25(1)
Diesel fuel 52 & below	x8.625(1)
Diesel fuel 58 & above	x9(1)
No. 2 fuel	x8.125(1)
No. 3 fuel	x7.75(1)
No. 4 fuel	$2.15(1)
No. 5 fuel	$1.95(1)
No. 6 fuel	$1.80(1)

WESTERN PENNA.

Bradford-Warren:

Kerosine	x(1)10-10.25(1)
No. 1 fuel	
No. 2 fuel	x(2)9.5-10(1)
No. 3 fuel	x(1)9.25-9.5(1)x
36-40 gravity	x9.25(1)

Oil City:

Kerosine	(1)10-10.5(2)
No. 1 fuel	10(2)
No. 2 fuel	(2)9.5-9.75(1)
No. 3 fuel	(1)9.5-9.75(1)
36-40 fuel	(1)9.5-9.75(1)

Pittsburgh:

Kerosine	(1)10-10.5(1)x
No. 1 fuel	10(1)
No. 2 fuel	x(1)9.5-10(1)x
No. 3 fuel	x9.5(1)
36-40 fuel	x(1)9.375-9.5(1)x

CENTRAL MICHIGAN

(PAW Central Michigan refineries)

Range oil	(1)11.66-11.8(1)
40-43 w.w. kero	(1)11.66-11.9(1)
P.W. distillate	(1)10.8-11.5(1)
No. 2 light straw	(1)10-10.25(1)
No. 3 straw	(1)10.25-10.75(1)
U.G.I. gas oil	(1)9.5-10(1)
No. 5 fuel	(1)7.25-8.25(1)
No. 6 fuel	(1)7-7.5(2)

OHIO (Quotations of R.O. Ohio for delivery to Ohio points)

Kerosine	11.5

CALIFORNIA

San Joaquin Valley:

40-43 w.w.	12.2(2)
Heavy fuel (PS 400)	(1)$1.80-1.90(1)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10-11.5(1)
Stove dist. (PS 100)	(1)11.5-13(1)

Los Angeles:

40-43 w.w.	11.6(3)
Heavy fuel (PS 400)	(2)$1.70-1.85(1)
Light fuel (PS 300)	(1)$2.00-2.05(1)x
Diesel fuel (PS 200)	(1)7.5-11(2)
Stove dist. (PS 100)	(1)8.5-12.5(2)

San Francisco:

40-43 w.w.	12.1(2)
Heavy fuel (PS 400)	(1)$1.80-1.90(1)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10-11.5(1)
Stove dist. (PS 100)	(1)11.5-13(1)

Natural Gasoline

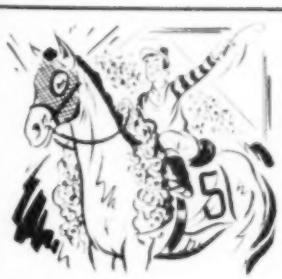
(Group 3 & Breckenridge prices are to blenders on freight Basis shown below. Shipments may originate in any Mid-Continent manufacturing district.)

FOR GROUP 3

Grade 26-70	5.875(Quotes)

FOR BRECKENRIDGE

Grade 26-70	5.375(Quotes)



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WHISTLING OIL TANK FILL SIGNAL
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Refinery & Terminal Prices (Continued)

PRICES IN EFFECT AUG. 28

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

96 Oct. R Prem.	(1)13.25-14(1)
88 Oct. R Prem.	(1)13.25-13.75(1)
84 Oct. R Reg.	13(1)
82 Oct. R Reg.	(2)12.75-12.875(1)x

Light Fuel Oils

Range oil	x(2)10.75-11(2)
No. 2 Fuel	x(2)9.75-10.125(1)x

Heavy Fuel Oils

No. 5, low sulfur	(1)7.8-8(1)
No. 5, high sulfur	x(2)7.75-7.9(1)
No. 6, low sulfur	7(1)
No. 6, high sulfur	x(1)6.75-7.1(1)

WAX

WESTERN PENNA. (T.C., in Bulk)

White Crude Scale:

122-124 A.m.p.	x(3)4-4.25(1)x
124-126 A.m.p.	x(3)4-4.25(1)x

SEABOARD

Melting points are AMP, 3° higher than EMP. Prices are for carload lots; domestic prices are FOB refinery; scale in bags or bbls.; fully refined, slabs loose. Export prices are FAS; scale in bags or bbls., fully refined in bags or cartons.

Crude Scale	New Orleans Export	N.Y. Domestic	N.Y. Export
124-6 wh.		5.25(2)	5.25(2)
Fully Refined:			
123-5	6.35(2)		
125-7	(2)6.35-6.95(1)		(1)7.05-7.65(1)
128-30	(2)6.35-6.95(1)		(1)7.05-7.65(1)
130-32	6.40(1)		(1)7.15-7.6(1)
133-5	(2)6.45-7.05(1)		(1)7.15-7.75(1)
135-7	(1)6.6-7.2(1)		(1)7.8-7.9(1)
138-40	(2)7.05-7.55(1)		(1)7.75-8.25(2)
143-5	(1)7.3-7.8(1)		8.5(2)
149-51	10.05(1)		11.5(1)

NAPHTHAS AND SOLVENTS

(FOB Group 3)

Stoddard solvent	11.375(3)
Cleaners naphtha	11.875(1)
V.M.&P. naphtha	(3)11.875-12.125(1)
Mineral Spirits	10.875(4)
Rubber solvent	11.875(3)
Lacquer diluent	(3)12.125-12.375(1)
Benzol diluent	13.125(3)

WESTERN PENNA.

Oil City:

Stoddard solvent	13(1)

Pittsburgh:

Untreated naphtha	12.75(1)
Stoddard solvent	(1)13-13.5(2)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

V.M.&P. Naphtha	17.0
Mineral Spirits & Stoddard Solvent	16.0
Rubber Solvent	14.875

E. TEXAS (Truck Trnspt.)

Stoddard Solvent	(1)10-11.25(1)

CENT. W. TEX. (Truck Trnspt.)

Stoddard Solvent	10.5(1)

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	11.75(1)

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	16(4)	15(3)
Philadelphia	(3)15.5-16(1)	(4)14.5-15.5(1)
Baltimore		14.5(3)
Boston	16.5(4)	15.5(5)
Providence		15.5(4)

ATLANTIC & GULF COASTS

Prices are of refiners, FOB their refineries & tanker terminals, and of tanker terminal operators, FOB their terminals. Ships' bunkers prices are exclusive of lighterage.

District	93 Oct. R Prem. Gasoline	90 Oct. R Prem. Gasoline	86 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine: No. 1 Fuel
N. Y. Harbor	(1)14.75-15(1)	(2)13.85-14.35(1)	(3)12.85-13.6(1)		x(16)9.6-9.7(2)
do barges	(1)14.65-14.9(1)	(2)13.75-14.25(1)	(3)12.75-13.4(1)		x(16)9.5-9.65(3)
Albany	(1)14.85-15.2(3)	(1)14.85-15.2-(2)	13.7(7)		x9.9(6)
Baltimore	(1)12.9-15(1)	(1)12.9-14.05(1)	(3)11.9-13.5(1)		x9.8(10)
do barges	(1)12.8-14.55(1)	12.8(1)	(1)11.8-13.3(1)		x9.7(4)
Baton Rouge				11.4(1)	9.7(1)
do barges				11.3(1)	
Boston	(1)14.95-15.7(1)	(1)14.95-15.2(3)	13.7(8)	12.7(1)	x9.8(14)
Charleston	(1)13.3-14.475(1)	13.3(1)	(1)12.3-12.475(1)		x9.9(4)
Corpus Christi	(1)12.5-13.5(1)	12.5(1)	11.5(2)		
Houston	(1)12.5-13.5(1)	12.5(1)	(1)11.25-11.5(2)		x(1)9.25-10.25(1)
do barges	(1)12.5-13.3(1)	(1)11.5-12(1)	(1)11.5-11.5(2)		x(1)8.75-9.25(1)
Jacksonville	13.6(2)	13.6(5)	(1)12.3-12.6(8)		x10.5(11)
Miami	13.6(1)	13.6(2)	12.6(2)		x10.5(3)
Mobile	(1)13.1-13.4(1)	(1)13.1-13.4(1)	(1)12.1-12.4(2)		x10.2(4)
New Haven	15(2)	15(2)	13.5(2)		x9.8(9)
New Orleans	12.6(1)	12(1)	11.6(1)	(1)11.25-11.6(1)	x(2)9.7-9.95(1)x
do barges	12.6(1)	12(1)	11.6(1)	(1)11.25-11.5(1)	x(1)9.7-9.95(1)x
Norfolk	(1)12.9-14.2(1)	(1)12.9-13.2(1)	(1)11.9-12.3(2)		x10(7)
Pensacola		12.4(1)	12.4(1)		x10.3(2)
Philadelphia	(1)13.15-15.2(1)	13.15(1)	(2)13.7-13.8(1)		x9.7(10)
do barges	13.05(1)	13.05(1)	(1)13.6-13.8(1)		x9.6(10)
Pt. Everglades	13.6(1)	13.6(3)	12.6(4)		x10.5(5)
Portland	(1)13.05-15.3(2)	(1)13.8-15.3(1)	13.8(4)		x9.9(9)
Providence	(1)14.95-15.2(2)	(1)14.7-15.2(1)	13.7(5)		x9.8(9)
Savannah	13.6(2)	(1)12.3-13.6(2)	(1)12.3-12.6(6)		x10.5(7)
Tampa	13.6(2)	(1)12.3-13.6(2)	(1)12.3-12.6(5)		x10.3(8)
Wilmington, N. C.	(1)13.15-14.55(2)	(1)13.15-13.2(1)	(1)12.15-12.55(2)	12.15(1)	x10(7)

District	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (8-10 p.t.)	No. 5 Fuel (15-60 p.t.)	Diesel Oil Shore Plants (50 cet., 55 d.t.)
N. Y. Harbor	x8.6(18)	(1)8.7-9.1(1)	x(11)82.83-3.65(1)x	$2.52(1)	x9(5)
do barges	x8.5(19)	9(1)	x(11)2.80-2.95(1)x	2.49(1)	
Albany	x(1)8.8-9.9(11)	9.3(1)	x3.24(1)		x(1)9.2-9.3(3)
Baltimore	x8.7(10)	8.8(1)	2.83(2)	2.52(1)	x9.1(5)
do barges	x8.6(5)		2.80(2)	2.49(1)	
Baton Rouge	8.4(1)	8.8(1)		2.22(1)	8.8(1)
do barges				2.19(1)	
Boston	x(1)8.7-8.8(13)	8.25(1)		x2.85(5)	x(1)9.1-9.2(3)
Charleston	x8.9(4)			(1)2.40-2.47(1)x	x9(2)
Houston	x(2)8.5-8.75(1)x				(1)8-8.5(2)
do barges	(1)7.25-7.75(1)x		2.35(1)		
Jacksonville	x9.5(6)				x9.5(6)
Miami	x9.5(1)				x9.5(2)
Mobile	x9.4(2)				9.4(1)
New Haven	x(1)8.7-8.8(9)		x2.94(1)		x9.2(5)
New Orleans	x8.7(4)				x9.1(2)
do barges	x8.7(1)				
Norfolk	x(1)8.7-8.9(1)x	9.1(1)	2.83(2)	(1)2.45-2.52(1)	x9.1(4)
Pensacola	9.4(1)				9.4(1)
Philadelphia	x8.7(10)	8.8(1)	2.80(4)	2.65(5)	x9.1(18)
do barges	x8.6(9)				
Pt. Everglades	x9.4(4)				x9.5(4)
Portland	x(1)8.8-8.9(8)	9.3(1)			x(3)9.3-10.6(1)
Providence	x(1)8.7-8.8(8)	9.2(1)	2.89(2)	x2.845(1)	x9.2(3)
Savannah	x9.5(6)			2.55(1)	x9.5(4)
Tampa	x9.4(6)				x9.4(6)
Wilmington, N. C.	x8.9(7)	8.9(1)			x9(2)

District	No. 6 Fuel	No. 6 Fuel Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers	Light Diesel Ships' Bunkers (45 cet., 45 d.t.)
N. Y. Harbor	(1)$2.15-2.20(1)	$2.15(14)	$2.15(12)	x$3.44(3)	x$3.69(5)
Albany	2.45(1)				
Baltimore	2.18(6)	2.15(4)	2.15(5)	3.44(1)	x3.69(4)
Baton Rouge	1.88(1)	1.85(1)	1.85(2)	3.24(1)	3.49(1)
Boston	2.20(6)	2.20(5)	2.20(5)		x3.73(3)
Charleston	2.13(2)	2.10(3)	2.10(3)		x3.60(2)
Corpus Christi	1.85(1)	1.85(1)	(3)1.85-1.90(1)	3.15(1)	
Houston	(1)1.85-1.90(1)	1.85(7)	(10)1.85-1.95(1)	(1)3.05-3.24(3)	(1)3.28-3.49(3)
Jacksonville	2.12(6)	2.09(6)	2.09(6)		x3.99(5)
Miami	2.09(1)	2.05(2)	2.05(3)		x3.99(2)
Mobile	1.95(1)	1.95(1)	1.95(1)		
New Haven	2.15(3)	2.15(1)	2.15(2)		
New Orleans	1.85(3)	1.85(3)	1.85(4)	x3.24(2)	x3.49(2)
Norfolk	2.18(8)	2.15(4)	2.15(4)		x3.69(5)
Pensacola		2.10(1)	2.10(1)		
Philadelphia	2.18(4)	2.15(8)	2.15(8)	3.44(2)	x3.69(5)
Pt. Everglades	2.08(2)	2.05(2)	2.05(3)		x3.99(4)
Portland	2.23(2)	2.20(1)	2.20(1)		x3.82(1)
Providence	2.175(5)	2.175(2)	2.175(3)		x(1)3.73-3.82(1)x
Savannah	2.13(4)	2.10(4)	2.10(5)		x3.99(4)
Tampa	2.02(3)	1.99(5)	1.99(5)		x3.94(5)
Wilmington, N. C.					x3.69(3)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings, where used, are indicated by the letter "M".

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT AUG. 28

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline	
Grade 115/145 (AN-F-48)	17.25(2)
Grade 100/130 (AN-F-48)	16(2)–16.25(1)
Grade 91/98 (AN-F-48)	14.5(1)–15.25(1)
Grade 80 (AN-F-48)	14.25(1)
Motor Gasoline	
93 Oct. R (Premium)	12(2)–12.25(1)–13(1)
90 Oct. R (Premium)	11.5(1)–11.75(1)–12.75(1)
86 Oct. R (Regular)	11(2)–11.25(1)–12.25(1)
83 Oct. R (Regular)	10.75(1)–11(1)–12(1)
79 Oct. R	10.5(1)–11.75(1)
70-72 Oct. M Leaded	9.75(1)–10.5(1)
Kerosine & Light Fuels	
41-43 kerosine	8.5(1)–8.75(1)–9(1)
No. 2 Fuel	7.25(2)–7.5(1)–7.75(1)–8(1)–8.125(1)
Diesel & Gas Oils	
45-47 Diesel index	7.375(1)–7.75(1)–8.25(1)
48-52 Diesel index	7.5(1)–7.875(1)–8.375(1)
53-57 Diesel index	7.625(1)–8(1)–8.5(1)
Heavy Fuels	
No. 5 Fuel, 8-10 p.t.	$2.35(3)
Bunker C Fuel	$1.75(3)–1.85(2)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification AN-F-48, unless otherwise noted; jet fuel meets MIL-F-5616).

District	Aviation Gasoline — Grade 115/145	Grade 100/130	Grade 91/98	Grade 80	Jet Fuel (JP-1)
New York, N. Y.	(1)17.6–18.6(1)	(1)16.1–17.2(1)	(1)15.6–16.2(1)	....	....
Boston, Mass.	....	18.2(1)	16.7(1)	15.95(1)	....
Portland, Me.	....	....	....	....	....
Phila., Pa.	....	....	....	....	....
Baltimore, Md.	....	17.96(1)	16.46(1)	15.85(1)	....
Norfolk, Va.	....	17.85(1)	16.35(1)	15.6(1)	....
Charleston, S. C.	....	18(1)	16.5(1)	15.75(1)	....
New Orleans, La. (Baton Rouge)	....	17(1)	15.5(1)	14.75(1)	....
Houston, Tex.	(1)16.5–17.2(1)	(1)15.15.75(1)	(1)14.5–15(1)	....	....

TANKER MARKET REPORT

(Ocean Freight Rates)

Supplied by Doetze Inc., New York, N. Y., oil & ship brokers and tank steamer chartering agents. All rates shown are on basis of tons of 2240 pounds, unless otherwise stated are for vessels over 14,000 TDW, and unless otherwise stated are in dollars per ton. For purposes of rate calculation only, it has been assumed that New York is the port of discharge whenever the range USNH appears. Approximate rates in cents per bbl. may be determined by dividing per-ton rate by following conversion factors: gasoline, 8.7; kerosine, 7.9; No. 2 fuel, 7.5; 30 gravity crude, 7.3; No. 5 fuel, 6.9; Bunker "C" fuel, 6.5. Due to widespread trade interest in last rates established by USMC, rates paid are shown in relation percentagewise to USMC rates in effect on June 30, 1948.

			LAST PAID	OWNERS ASK	Scheduled Rates 6-30-48
Gulf	USNH	(Clean)	$ 2.71(.5)	$ 2.85(Flat)	$ 2.85
		(Dirty)	2.57(.10)	2.85–2.71(Flat/.5)	2.85
NWI	U.K. Continent		6.12(–6%)	6.22–5.90(.5/10)	6.50
Ras Tanura	U.K. Continent		9.45(.15)	10.00(Flat)	10.00
Ras Tanura	USNH		9.55(.25)	12.70/10.80(Flat/.15)	12.70

UNITED STATES FLAG

VESSEL	TDW	CARGO	TRADE	RATE	LIFTING
Sweetwater	15,500	Dirty	Ras Tanura/Genoa—2 Voys.		
			1st Voy.	7.24(.10)	Oct.
			2nd Voy.	8.03(–15)	
8/6 Julesburg	15,500	Clean	USGulf/USNH	2.85(Flat)	End Sept.
8/16 Merrimac	15,500	Clean	USGulf/USNH—2 Consecs.	2.57(.10)	End Aug.
8/16 Piedmont	9,500	Dirty	USGulf/USNH	2.42(.15)	Early Sept.
8/16 Sweetwater	15,500	Dirty	Ras Tanura/Formosa	8.15(Flat)	Sept.
8/17 Evans Creek	15,500	Dirty	USGulf/USNH	2.57(.10)	End Aug.
8/18 Bulkeroute	17,000	Clean	USGulf/USNH	2.71(.5)	Early Sept.
8/18 John Stagg	9,500	Dirty	USGulf/USNH	2.28(.20)	End Aug.
8/18 Logans Fort	15,500	Clean	USGulf/USNH	2.71(.5)	Early Sept.
8/18 Bradford Island	15,000	Dirty	USGulf/USNH	2.42(.15)	Early Sept.
8/18 Paoli	15,000	Clean	USGulf/USNH	2.71(.5)	Early Sept.
8/22 Evans Creek	15,500	Clean	USGulf/USNH	2.57(.10)	Mid Sept.
8/22 Catahoula	9,500	Dirty	USGulf/USNH	2.35(–17½)	Early Sept.
8/22 Conoco Lake Charles	15,500	Dirty	USGulf/USNH	2.57(.10)	Mid Sept.
8/23 Seacomet	9,500	Dirty	USGulf/USNH	2.42(.15)	End Aug.
8/23 Fort Hoskins	15,500	Dirty	USGulf/USNH	2.57(.10)	Sept.
8/23 Cities T-2	15,500	Dirty	Ras Tanura/USNH	9.55(.25)	Oct.
FOREIGN FLAG					
Ella B.	15,500	Dirty	Ras Tanura/Genoa	*7.17(.12)	Sept.
Beaumont	7,300	Clean	UK/USGulf, followed by Aruba/Bergen	4.25 / **42/3d(–22½)	Aug. / Sept.
Arasta	7,500	Creosote	UKCont./USGulf	24(–6)	Sept.
Raman	12,000	Dirty	Ras Tanura/Genoa	6.76(.17)	Sept.
8/9 D. Tripcovich	15,500	Dirty	Ras Tanura/Ft. Atlantic	9.27(.15)	Early Oct.
8/16 Cyrus	15,500	Dirty	Ras Tanura/Montevideo—6 Consecs.		
8/17 Knut Knutsen	16,000	Dirty	Ras Tanura/Ft. Atlantic	6.83(.15)	Sept.
8/18 Troma	15,500	Clean	Puerto La Cruz/Santos	5.85(Flat)	Early Sept.
8/18 Regent Panther	13,000	Dirty	NWI/USNH	2.50(.15)	Mid Sept.
8/21 Polared	14,000	Dirty	Ras Tanura/France	8.50(.12)	End Sept.
8/23 Feebeim	9,500	Dirty	Ras Tanura/USNH	9.62(.25)	Oct./Nov.
8/23 H. Westfall Larsen	16,000	Clean	Carib./Antwerp	5.12(–5%)	Sept.
Seaviva	12,000	Clean	Constanza/Finland	52/6d	Sept./Oct.
Soldan	7,500	Clean	NWI/UKCont.	**40/7d(–25)	End Sept.
America	13,000	Clean	Venez./Denmark	**42/3d(–20)	Sept.
Vikingen	11,500	Dirty	Carib./Brazil	5.00(Flat)	End Aug.

(*) Payable in Lire.
(**) In this instance M9T Rate

LAKE PORT TERMINAL PRICES

	Buffalo	Cleveland
90 Oct. R (Prem.)	16(3)	.....
86 Oct. R (Reg.)	14.5(3)	.....
Kerosine	11(3)	.....
Diesel Fuel	10.5(2)	.....
No. 1 Fuel	....	....
No. 2 Fuel	10(2)	....
No. 5 Fuel	....	8.7(1)
No. 6 Fuel	8.32(2)	8.35(1)

	Detroit	Toledo
90 Oct. R (Prem.)	....	....
86 Oct. R (Reg.)	....	....
Kerosine	....	10.75(1)
Diesel Fuel	10.15(2)	9.5(1)
No. 2 Fuel	10.15(2)	9.35(2)
No. 5 Fuel	....	....
No. 6 Fuel	7.8(1)	7.8(1)

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N. Y. Harbor	6(1)	6(1)	....	....
Philadelphia	6(1)	6(1)	....	....
Baltimore	....	....	....	....
Hastings	....	....	....	....

PETROLATUMS

WESTERN PENNA.

(Bbls., carloads; tank car, 1 to 4.9c less)

Snow White	(1)6.125–7.25(2)
Lily White	(1)5.625–6.75(1)
Cream White	(1)5.375–6.5(1)
Light Amber	(1)4.25–4.62½(1)
Amber	(2)4.125–4.375(1)
Red	(1)4–4.12½(1)

MID-CONTINENT LUBES AT GULF

(In packages, FAB, New Orleans; in bulk FOB terminals)

Bright Stock 10 color, Vis. at 210°	Steel Drums	Bulk
150 vis., 0-10 PF	....	x20(1)
Neutral Oil (Col. 250 vis. 2)	....	17.5(1)

PACIFIC COAST

(In Ships' Bunkers, Diesel Fuel or Deep Tank Lots)	(P.S. 200)	Bunker C Fuel (P.S. 400)
San Pedro, Calif.	$3.35(4)	(3)$1.50–1.60(1)
San Francisco	3.56(4)	(3)1.55–1.65(1)
Portland, Ore.	3.77(4)	(3)1.80–1.90(1)
Seattle, Wash.	3.77(4)	(3)1.80–1.90(1)

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	$1.85	$3.75
Veracruz	$1.85	....
Minatitlan	$1.85	3.75
	Pacific Coast	
Guaymas	$2.50	$3.95
Manzanillo	2.50	3.66
Salina Cruz	2.50	3.50

HARTOL
PETROLEUM CORPORATION
INDEPENDENT MARKETERS
Maine to South Carolina
630 FIFTH AVENUE, NEW YORK 20, N. Y.

Tank Wagon Prices

Prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnotes. Kerosine tank wagon prices also do not include taxes; kerosine taxes where levied are indicated in footnotes. Discounts, if any, are shown in footnotes. These prices in effect Aug. 28, 1950, as posted by principal marketing companies at their headquarters offices, but subject to later correction.

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, as are follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c. N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/5c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Philadelphia, Pa.	14.7	6.5	x12.9
Pittsburgh	15.6	6.5	x14.05
Allentown	15.3	6.5	x13.9
Erie	15.6	6.5	x14.05
Scranton	15.6	6.5	x13.9
Altoona	15.6	6.5	x14.05
Emporium	15.6	6.5	x14.05
Indiana	15.6	6.5	x14.05
Uniontown	15.6	6.5	x14.05
Harrisburg	15.3	6.5	x13.9
Williamsport	15.6	6.5	x13.9
Dover, Del.	14.7	6.5	x12.9
Wilmington	14.7	6.5	x12.9
Boston, Mass.	14.9	4.5	...
Springfield	15.0	4.5	...
Worcester	15.1	4.5	...
Fall River	14.9	4.5	...
Hartford, Conn.	15.1	5.5	...
New Haven	14.8	5.5	...
Providence, R. I.	14.9	5.5	...
Atlantic City, N. J.	14.6	4.5	x12.7
Camden	14.6	4.5	x12.7
Trenton	14.6	4.5	x12.7
Baltimore, Md.	14.5	6.5	...
Hagerstown	15.0	6.5	...
Richmond, Va.	14.5	7.5	x12.5
Wilmington, N. C.	14.8	8.5	...
Brunswick, Ga.	14.9	8.5	...
Jacksonville, Fla.	15.2	8.5	...

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	15.5	17.0
Pittsburgh, Pa.	18.5	19.5

	Fuel Oils—T.W. #1	#2	#5	#6
Phila., Pa.	12.9	x11.7	7.41	6.19
Pittsburgh		x12.65		
Allentown	12.9	x12.3		
Wilmington, Del.	12.9	x11.8		
Dover	12.9	x11.8		
Springfield, Mass.		x12.8		
Worcester		x12.5		
Hartford, Conn.		x12.1		

Notes:

Kerosine—Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time. Atlantic City & Camden, N. J.—Add 1c for deliveries of 100-299 gallons; 2c for deliveries of less than 100 gallons.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

Effective dates: x Aug. 23, x Aug. 24.

CALIFORNIA STANDARD

	CHEVRON (Reg. ular) T.T.	Av. 80/87 T.T.	Gasoline Taxes	Base Kerosine T.T.
San Fran., Cal.	14.1	17.6	6.0	18.1
Los Angeles	13.6	17.1	6.0	17.6
Fresno	15.5	19.0	6.0	19.6
Phoenix, Ariz.	17.1	20.6	6.5	21.1
Reno, Nev.	18.8	20.3	7.0	20.8
Portland, Ore.	14.7	18.2	7.5	20.2
Seattle, Wash.	14.7	18.2	8.0	20.2
Spokane	17.6	21.1	8.0	24.1
Tacoma	14.7	18.2	8.0	20.2
Boise, Idaho	18.3	23.0	7.5	28.5
Salt Lake, U.	16.4	19.4	5.5	16.5
Honolulu, T. H.	14.9	18.4	7.5	18.9
Fairbanks, Alaska	26.9	30.4	3.5	36.9
Juneau	16.1	19.6	3.5	21.6

	Standard Diesel Furnace Oil T.T.	Standard Stove Oil T.T.
San Fran., Cal.	10.8	12.3
Los Angeles	10.0	11.5
Fresno	11.6	13.1
Phoenix, Ariz.	13.6	15.1
Reno, Nev.	13.6	15.1
Portland, Ore.	11.2	12.7
Seattle, Wash.	11.2	...
Spokane	14.6	16.1
Tacoma	11.2	12.7
Boise, Idaho	15.9	17.4
Salt Lake, U.	14.0	14.5
Honolulu, T.H.	11.0	....

Taxes:

Boise—7.5c gas tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state.

Honolulu—7.5c gas tax applies to motor fuel onl.; avgas taxes are 1.5c federal, 4c territorial. Standard Diesel/furnace oil price is ex 1c territorial liquid fuels tax. All T.T. prices are ex Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

California Standard (Cont.)

Notes:

Prices for Chevron Supreme (Premium) are 2c higher than Chevron (Regular), except Salt Lake City which is 1.5c higher than Chevron (Regular). Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130, 5c above Chevron Aviation 80/87; for Chevron Aviation 115/145, 8c above Chevron Aviation 80/87.

Base kerosine T.T. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 4c; 200-399 gals., deduct 3c; 400 gals & over, deduct 4c; tank car-truck trailer, deduct 5.5c. Standard Diesel/Furnace Oil and Standard Stove Oil T.T. prices are for deliveries of 400 gals. or more, except at Salt Lake City. For other deliveries: 40-199 gals., add 1c; 200-399 gals., add 0.5c; less than 40 gals., add 5c. Salt Lake City T.T. prices apply for any quantity.

CONT'L OIL

(N. B. Prices are Continental's tankwagon prices. Current selling prices may vary from those shown because of local conditions.)

	Consoco Demand N-tane (regular) Tank Wagon	(3rd Grade) Tank Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	14.8	13.8	7.5	14.7
Grand Junc.	17.2	16.2	7.5	17.1
Pueblo	15.6	14.6	7.5	15.5
Casper, Wyo.	15.7	14.7	6.5	15.0
Cheyenne	15.7	14.7	6.5	15.6
Billings, Mont.	17.0	....	7.5	16.5
Butte	18.0	....	7.5	18.2
Great Falls	17.0	....	7.5	18.2
Helena	17.5	....	7.5	18.2
Salt Lake, U.	16.4	15.4	5.5	16.5
Twin Falls, Ida.	19.1	18.1	7.5	19.2
Albuquer., N.M.	16.2	15.2	9.0	15.1
Roswell	15.3	14.3	9.0	14.4
Santa Fe	16.5	....	9.5	15.4
Muskogee, Okla.	13.7	12.7	8.0	12.9
Oklahoma City	13.5	12.5	8.0	12.9
Tulsa	13.0	12.0	8.0	12.9

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 0.5c; Santa Fe, 1c; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers and dealers.

HUMBLE OIL

	Humble (Regular) Tank Wagon	Street	Gasoline Taxes
Dallas, Tex.	14.0	19.0	5.5
Ft. Worth	14.0	19.0	5.5
Houston	14.0	19.0	5.5
San Antonio	14.0	19.0	5.5

	Kerosine Tank Wagon	Retail
Dallas, Tex.	12.5	17.0
Ft. Worth	12.5	17.0
Houston	12.5	17.0
San Antonio	12.5	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	23.0	11.0	23.7
Toronto	23.0	11.0	23.7
Brandon, Man.	30.2	9.0	30.9
Winnipeg	28.2	9.0	28.9
Regina, Sask.	26.9	10.0	27.6
Saskatoon	27.6	10.0	28.3
Edmonton, Alta.	21.4	9.0	22.1
Calgary	22.0	9.0	22.7
Vancouver, B. C.	22.0	10.0	23.5
Montreal, Que.	23.0	11.0	23.7
St. John, N. B.	21.0	13.0	22.7
Halifax, N. S.	21.0	13.0	22.7

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per imperial gal. which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	14.0	5.5	12.50
Fort Worth	14.0	5.5	12.50
Wichita Falls	14.0	5.5	12.50
Amarillo	14.0	5.5	12.50
Tyler	14.0	5.5	12.50
El Paso	15.5	5.5	13.85
San Angelo	14.9	5.5	12.50
Waco	14.0	5.5	12.50
Austin	14.0	5.5	12.50
Houston	14.0	5.5	12.50
San Antonio	14.0	5.5	12.50
Port Arthur	14.0	5.5	12.50

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 50 gals.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	14.6	4.5	x12.7
Newark	14.6	4.5	12.6
Baltimore, Md.	14.5	6.5	12.6
Cumberland	15.7	6.5	14.0
Washington, D. C.	14.9	5.5	13.0
Danville, Va.	15.4	7.5	14.2
Petersburg	15.0	7.5	13.8
Norfolk	14.1	7.5	13.1
Richmond	14.5	7.5	13.5
Roanoke	16.5	7.5	15.1
Charleston, W. Va.	16.1	8.5	15.2
Fairmont	16.1	6.5	15.5
Parkersburg	16.0	6.5	14.5
Wheeling	16.0	6.5	16.4
Charlotte, N. C.	15.6	8.5	13.9
Hickory	16.0	8.5	14.1
Mt. Airy	16.2	8.5	14.4
Raleigh	16.1	8.5	14.1
Salisbury	15.3	8.5	13.7
Charleston, S. C.	14.6	8.5	...
Columbia	16.6	8.5	...
Spartanburg	15.1	8.5	...
New Orleans, La.	13.3	10.5	12.8
Baton Rouge	14.0	10.5	12.5
Alexandria	15.4	10.5	13.7
Lake Charles	14.1	10.5	13.1
Shreveport	15.7	10.5	13.5
New Iberia	14.2	10.5	13.1
Knoxville, Tenn.	15.3	8.5	13.7
Memphis	x15.0	8.5	13.5
Chattanooga	15.2	8.5	13.6
Nashville	15.5	8.5	14.0
Little Rock, Ark.	15.9	8.0	14.0

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	x16.0	x17.5
Baltimore, Md.	x18.5	...
Washington, D. C.	x18.5	...

	FUEL OILS—T.W. No. 1	No. 2	No. 4	No. 6
Atlantic City, N.J.	x12.7	11.7	...	...
Newark, N. J.	12.6	11.6x	$3.35	$2.79
Baltimore, Md.	12.6	11.7	3.11	2.64
Washington, D. C.	13.0	12.1	3.27	2.59
Norfolk, Va.	13.1	11.7	...	...
Danville		12.8	...	...
Petersburg	13.8	12.4	...	...
Richmond	13.5	12.1	...	...
Roanoke		13.7	...	...
Charlotte, N. C.	13.9	12.6	...	...
Hickory	14.1	12.9	...	...
Raleigh	14.1	13.1	...	...
Charleston, S. C.	...	11.9	...	...
Columbia		13.2	...	...
Spartanburg		12.4	...	...

Taxes: Louisiana kerosine prices do not include 1c state tax.

Notes:

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 6c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Kerosine & No. 1—Atlantic City prices are for deliveries of 300 gals. or more; for deliveries of 100-299 gals., add 1c to prices shown; for deliveries of less than 100 gals., add 2c to prices shown.

Effective dates: x July 18; x July 22; x Aug. 19; x Aug. 19, according to company correction.

Tank Wagon Prices (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Grade 91 T.W.	Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	T.W.	Mobil Kerosine T.C.	Yard	T.W.	Mobilfuel Diesel T.C.	T.W.	MOBILHEAT (No. 2 Fuel) T.C.	Yard	T.W.	S/V No. 4 Fuel T.W.	S/V No. 6 Fuel T.W.
New York City:																
Manh.	5.5	....	....	....	....	14.7	....	....	13.1	....	12.3	....	....	11.5	x9.35	5.88
Bronx	5.5	....	....	....	....	14.7	....	10.3	13.5	....	12.3	....	9.1	12.0	x9.45	5.88
Kings	5.5	....	....	....	....	14.7	9.7	10.1	13.1	x9.1	12.3	9.7	9.0	11.9	x9.45	5.88
Queens	5.5	....	....	....	....	14.7	....	....	13.1	....	12.3	....	....	11.9	x9.45	5.88
Richmond	5.5	....	....	....	....	14.7	9.9	9.9	12.9	....	x12.3	9.9	9.0	11.8	x9.35	5.88
Albany, N. Y.	5.5	21.5	22.5	25.0	13.7	14.7	9.0	10.1	....	x9.7	12.1	9.5	9.7	11.7	x9.21	5.50
Binghamton	5.5	....	....	....	14.7	15.8	x11.1	x11.2	x10.2	x10.5	x11.5	x10.0	x10.2	x12.4	....	....
Buffalo	5.5	21.0	22.0	24.2	14.5	15.5	11.0	11.2	10.2	x10.5	12.6	10.0	10.2	11.7	....	5.52
Jamestown	5.5	....	....	....	14.7	15.8	11.0	11.2	10.2	....	x11.5	x10.4	x10.5	x12.0	....	....
Mt. Vernon	5.5	....	....	....	....	15.0	....	10.4	10.4	....	12.6	....	9.2	12.2	x9.55	....
Plattsburg	5.5	....	....	....	....	16.1	11.0	11.2	....	....	....	10.1	10.2	12.5	....	....
Rochester	5.5	20.9	21.9	23.9	14.4	15.5	11.0	11.2	10.2	....	12.6	10.0	10.2	12.1	....	....
Syracuse	5.5	....	....	....	14.4	15.4	10.9	11.0	10.1	x10.3	12.2	9.9	10.0	12.7	....	....
Bridgeport, Conn.	5.5	....	....	....	....	14.8	9.8	9.8	....	....	....	9.8	9.8	11.7	....	....
Danbury	5.5	....	....	....	....	15.3	....	10.9	....	....	....	....	9.6	12.4	....	....
Hartford	5.5	....	....	....	13.8	15.1	10.2	10.2	....	x9.8	12.5	9.2	9.3	12.1	....	....
New Haven	5.5	20.5	....	....	13.5	14.8	9.8	9.8	....	x9.2	12.2	8.8	8.8	11.8	....	....
Bangor, Me.	7.5	....	....	....	14.5	16.2	10.6	....	10.6	x10.0	13.1	9.6	....	12.7	....	....
Portland	7.5	22.4	23.4	....	13.8	15.0	9.9	....	10.0	x9.2	12.4	8.9	....	12.0	....	....
Boston, Mass.	4.5	19.0	20.0	22.0	13.7	14.9	9.9	....	10.0	x9.2	12.4	8.8	....	12.0	....	....
Concord, N. H.	5.5	....	....	....	....	16.0	....	....	....	....	13.0	....	....	12.8	....	....
Lancaster	5.5	....	....	....	....	17.4	....	....	10.2	....	14.0	....	....	13.5	....	....
Manchester	5.5	....	....	....	....	15.7	....	....	14.8	....	13.1	....	....	12.7	....	....
Portsmouth	5.5	21.2	22.2	....	14.4	15.3	x10.2	....	....	x9.7	12.2	x9.3	....	11.6	....	....
Providence, R. I.	5.5	19.8	20.8	22.8	13.7	14.9	9.8	10.4	10.7	x9.2	12.4	8.8	9.2	12.0	....	....
Burlington, Vt.	6.5	....	....	....	14.6	15.6	10.0	11.1	....	10.4	13.0	10.0	10.0	12.6	....	....
Rutland	6.5	....	....	....	....	16.2	....	11.3	....	....	13.6	....	10.0	13.2	....	....

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	17.5	16.0	19.0	20.0	17.0	18.0	17.5
V.M.&P. Naphtha	19.5	17.5	20.5	20.5	19.5	19.5	19.5

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:

Mobil Kerosine—Mt. Vernon T.W. less 0.5c for deliveries of 300 gals. or more.

Mobilfuel Diesel—All points, 0.5c for t.w. deliveries of 800 gals. or more.

Mobilheat—Mt. Vernon t.w. less 0.5c for deliveries of 300 gals. or more.

Notes:

Gasoline t.w. prices are to Consumers and Dealers.

Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.

Effective dates: x Aug. 18, x1 Aug. 22, x2 This price unchanged on Aug. 16, according to company correction; shown incorrectly in Aug. 16 & Aug. 23 issues of NPN.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio 62 Clear	Esso Avia. 80 Clear	Esso Avia. 91	Esso Avia. 100	Sohio X-Tane Gasoline (Regular-Grade) Consumer T.W.	Resellers	S.S.	Naphthas & Solvents—Cons. T.W. S.R. Sol. vent	D.C. Naph-tha	V.M.&P. Naph-tha	Varno-lene	Sohio Sol. vent	Kerosine T.W.	No. 1 Sohio-Heat	No. 2 Sohio-Heat
Akron	5.5	20.0	22.0	23.0	26.0	18.2	14.7	18.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Canton	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Cincinnati	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Cleveland	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Columbus	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Dayton	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Lima	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Mansfield	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Marion	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Portsmouth	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Toledo	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Youngstown	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Zanesville	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. State Road Tax by supporting purchase with State Tax Exemption Form A-10 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2c off consumer t.w.

Fuel Oils—Prices shown are for t.w. & drum deliveries of 50 gals. or more; prices for deliveries of less than 50 gals. are 0.5c higher.

Naphthas—To contract consumers off t.w. prices (except Lucas County): 300 to 999 gals., 0.5c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gals., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price; 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Renown (third-grade) gasoline prices are same as X-Tane unless otherwise noted. S.S. prices are at company-operated stations.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Dir. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	100 gals. & over	100-174 gals.	175-399 gals.	400 gals. & over
Chicago, Ill.	17.5	15.5	4.5	15.3	....	....	....	....	....
South Bend, Ind.	18.0	16.5	5.5	15.8	14.3	13.3	....	....	....
Detroit, Mich.	17.4	15.9	4.5	14.7	13.8	12.8	....	....	....
St. Paul, Minn.	17.5	16.0	6.5	15.0	14.5	....	13.6	13.2	13.6
Des Moines, Ia.	16.9	15.4	5.5	14.8	13.2	12.2	....	....	....
St. Louis, Mo.	16.7	15.2	4.5	14.6	12.8	11.8	....	....	....
Wichita, Kans.	17.4	14.0	5.5	13.0	11.7	10.2	....	....	....
Omaha, Nebr.	17.0	15.5	7.5	14.7	13.1	12.1	....	....	....
Fargo, N. D.	18.3	16.8	5.5	16.3	14.6	13.6	....	....	....
Huron, S. D.	18.2	16.7	5.5	16.2	14.5	13.5	....	....	....
Milwaukee, Wis.	17.6	16.1	5.5	15.5	14.0	13.0	....	....	....

Fuel Oils—T.W.—Chicago, Ill.

	Standard Heater Oil	Stanolex Furnace Oil		Stanolex Fuel A	Stanolex Fuel C
1-99 gals.	14.8	13.8	1-749 gals.	x10.25	x9.1
100-149 gals.	13.5	....	750 gals. & over	x9.5	x8.35
150 gals. & over	13.3	....			
150-399 gals.	....	12.8			
400 gals. & over	....	12.3			

Taxes:

St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia. kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.

Effective date: x Aug. 22.

Kentucky Standard

	Crown Net Dealer	Gaso-line Taxes	Kero-sene T.W.
Covington, Ky.	14.5	8.5	15.3
Lexington	16.5	8.5	15.0
Louisville	15.2	8.5	14.3
Paducah	15.2	8.5	14.0
Jackson, Miss.	15.7	8.5	14.2
Vicksburg	15.2	8.5	13.7
Birmingham, Ala.	15.7	8.5	14.5
Mobile	15.0	8.5	14.0
Montgomery	15.8	8.5	14.8
Atlanta, Ga.	15.8	8.5	14.2
Augusta	16.1	8.5	14.5
Macon	15.8	8.5	14.3
Savannah	16.2	8.5	14.6
Jacksonville, Fla.	16.2	8.5	14.8
Miami	15.2	8.5	14.0
Pensacola	15.0	8.5	13.8
Tampa	15.0	8.5	14.0

Taxes:

Gasoline tax column includes these city & county taxes: Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery, kerosine 1c; Mississippi, kerosine 0.5c.

Notes:

Consumer t.w. prices are same as net dealer prices.

Prices in $ per bbl. of 42 U. S. gals. at the well, except Canadian crude prices as noted.

Mid-Continent, Texas, New Mexico, Louisiana, Arkansas, Rocky Mountain and Other Fields

SCHEDULE Gravity	A	B	C	D	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
Below 12	....	....	....	....	....	....	....	....	....	1.61	....	....	....	....	....	....	....	....	....
12-12.9	....	....	....	....	....	....	....	....	....	1.65	....	....	....	....	....	....	....	....	....
13-13.9	....	....	....	....	....	....	....	....	....	1.69	....	....	....	....	....	....	....	....	....
14-14.9	....	....	....	....	....	....	....	....	....	1.73	....	....	....	....	....	....	....	....	....
15-15.9	....	....	....	....	....	....	....	....	....	1.77	....	....	....	....	....	....	....	....	1.28
16-16.9	....	....	....	....	....	....	....	....	....	1.81	....	....	....	....	....	....	....	....	1.34
17-17.9	....	....	....	....	....	....	....	....	....	1.85	....	....	....	....	....	....	....	....	1.40
18-18.9	....	....	....	....	....	....	....	....	....	1.89	....	....	....	....	....	....	....	....	1.46
19-19.9	....	....	....	....	....	....	....	....	....	1.93	....	....	....	....	....	....	....	....	1.52
Below 20	2.23	2.25	2.10	2.16	2.46	2.38	2.48	2.43	2.53	1.95	2.14	2.19	2.21	2.28	2.33	1.81	....	2.05	....
20-20.9	2.25	2.27	2.12	2.18	2.48	2.40	2.50	2.45	2.55	1.97	2.16	2.21	2.23	2.30	2.35	1.83	....	2.07	1.58
Below 21	2.25	....	2.12	2.18	2.48	2.40	2.50	....	....	....	2.16	2.21	2.23	2.30	2.35	....	....	....	....
21-21.9	2.27	2.29	2.14	2.20	2.50	2.42	2.52	2.47	2.57	1.99	2.18	2.23	2.25	2.32	2.37	1.85	....	2.09	1.64
22-22.9	2.29	2.31	2.16	2.22	2.52	2.44	2.54	2.49	2.59	2.01	2.20	2.25	2.27	2.34	2.39	1.87	....	2.11	1.70
23-23.9	2.31	2.33	2.18	2.24	2.54	2.46	2.56	2.51	2.61	2.03	2.22	2.27	2.29	2.36	2.41	1.89	....	2.13	1.76
Below 24	....	....	....	....	2.54	2.46	....	2.51	2.61	....	2.22	2.27	2.29	2.36	2.41	....	....	....	....
24-24.9	2.33	2.35	2.20	2.26	2.56	2.48	2.58	2.53	2.63	2.05	2.24	2.29	2.31	2.38	2.43	1.91	....	2.15	1.82
Below 25	2.33	2.35	....	2.26	....	....	....	....	....	....	....	....	....	....	....	....	....	....	1.82
25-25.9	2.35	2.37	2.22	2.28	2.58	2.50	2.60	2.55	2.65	2.07	2.26	2.31	2.33	2.40	2.45	1.93	....	2.17	1.88
26-26.9	2.37	2.39	2.24	2.30	2.60	2.52	2.62	2.57	2.67	2.09	2.28	2.33	2.35	2.42	2.47	1.95	....	2.19	1.94
27-27.9	2.39	2.41	2.26	2.32	2.62	2.54	2.64	2.59	2.69	2.11	2.30	2.35	2.37	2.44	2.49	1.97	....	2.21	1.99
28-28.9	2.41	2.43	2.28	2.34	2.64	2.56	2.66	2.61	2.71	2.13	2.32	2.37	2.39	2.46	2.51	1.99	....	2.23	2.04
Below 29	2.41	....	2.28	....	2.64	....	....	....	....	....	....	....	....	....	....	....	2.50	....	....
29-29.9	2.43	2.45	2.30	2.36	2.66	2.58	2.68	2.63	2.73	2.15	2.34	2.39	2.41	2.48	2.53	2.01	2.50	2.26	2.09
29 & Above	....	....	....	....	2.66	....	....	2.63	....	2.15	....	....	....	....	....	....	....	....	....
30-30.9	2.45	2.47	2.32	2.38	2.68	2.60	2.70	2.65	2.75	2.17	2.36	2.41	2.43	2.50	2.55	....	2.525	2.27	2.14
30 & Above	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	2.03	....	....	....
31-31.9	2.47	2.49	2.34	2.40	2.70	2.62	2.72	2.67	2.77	2.19	2.38	2.43	2.45	2.52	2.57	....	2.55	2.29	2.19
32-32.9	2.49	2.51	2.36	2.42	2.72	2.64	2.74	2.69	2.79	....	2.40	2.45	2.47	2.54	2.59	....	2.575	2.31	2.23
32 & Above	....	....	....	....	....	....	....	....	....	2.21	....	....	....	....	....	....	....	....	....
33-33.9	2.51	2.53	2.38	2.44	2.74	2.66	2.76	2.71	2.81	....	2.42	2.47	2.49	2.56	2.61	....	2.60	2.33	2.27
34-34.9	2.53	2.55	2.40	2.46	2.76	2.68	2.78	2.73	2.83	....	2.44	2.49	2.51	2.58	2.63	....	2.625	2.35	2.31
34 & Above	....	....	....	....	2.76	....	2.78	....	....	....	....	....	....	....	....	....	....	....	....
35-35.9	2.55	2.57	2.42	2.48	2.78	2.70	2.80	2.75	2.85	....	2.46	2.51	2.53	2.60	2.65	....	2.65	2.37	2.35
36-36.9	2.57	2.59	2.44	2.50	2.80	2.72	2.82	2.77	2.87	....	2.48	2.53	2.55	2.62	2.67	....	2.675	2.39	2.39
37-37.9	2.59	2.61	2.46	2.52	2.82	2.74	2.84	2.79	2.89	....	2.50	2.55	2.57	2.64	2.69	....	2.70	2.41	2.41
38-38.9	2.61	2.63	2.48	2.54	2.84	2.76	2.86	2.81	2.91	....	2.52	2.57	2.59	2.66	2.71	....	2.725	2.43	2.43
39-39.9	2.63	2.65	2.50	2.56	2.86	2.78	2.88	2.83	2.93	....	2.54	2.59	2.61	2.68	2.73	....	2.75	2.45	2.45
40 & Above	2.65	2.67	2.52	2.58	2.88	2.80	2.90	2.85	2.95	....	2.56	2.61	2.63	2.70	2.75	....	2.775	2.47	2.47

PRICES EFFECTIVE AS OF 7 A.M., DEC. 6, 1947. EXCEPTIONS: SUN OIL CO. PRICES EFFECTIVE NOV. 28, 1947; PHILLIPS PETROLEUM CO. AND SINCLAIR PRICES EFFECTIVE DEC. 17, 1948; OTHER EXCEPTIONS AS NOTED.

Prices are shown by general areas. Details of fields where each company buys & exceptions to schedules as shown above will be furnished on request to NPN.

OKLAHOMA

Schedule A: Carter, Continental, Gulf, Magnolia, Phillips, Shell, Sinclair, Texas Co.; Pure for all fields except Keyes.
Schedule D: Pure (12-12-49) for Keyes Field.

KANSAS

Schedule A: Carter, Continental, Gulf, Phillips, Pure, Shell, Sinclair, Texas Co.

TEXAS

North-North Central

Schedule A: Continental, Gulf, Magnolia, Sinclair, Stanolind, Texas Co.

East Central

Schedule B: Humble, Sinclair.

West Central

Schedule A: Humble.

Panhandle

Schedule A: Gulf, Humble, Magnolia, Phillips, Texas Co.

East Texas

$2.65 Flat Price: Atlantic, Gulf, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

West Texas (Sour)

Schedule C: Atlantic, Gulf, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

West Texas (Sweet)

Schedule A: Atlantic, Gulf, Humble, Magnolia, Shell, Sinclair, Texas Co.

West Texas (Fullerton & Others)

Schedule D: Atlantic, Gulf, Humble, Magnolia, Pan American 3-15-50, Phillips, Shell, Sinclair, Stanolind, Texas Co.

Gulf Coast (Low Cold Test)

Schedule F (34-39 gravity): Humble 7-8-49, Stanolind O.G. & Texas Co. 7-12-49, Sun 7-13-49, Continental, Sinclair & Stanolind O.P. 7-14-49.

Gulf Coast (Hastings & Others)

Schedule F (36-40 gravity): Atlantic, Gulf 7-11-49, Humble, Pan American, Republic, Sinclair, Sun, Stanolind O.G., Texas Co.

Gulf Coast (Anahuac & Others)

Schedule G: Gulf, Humble, Magnolia, Pan American, Sinclair, Sun, Texas Co.

Gulf Coast (Refugio & Others)

Schedule H: Atlantic, Humble, Republic, Sinclair, Phillips, 3-1-49.

Gulf Coast (Mirando Heavy & Others)

Schedule I (34-39 gravity): Humble 7-8-49, Magnolia 7-11-49, Sinclair 7-14-49, Texas Co. 7-12-49.

Gulf Coast (Heyser & Others)

Schedule I (39-40 gravity): Continental, Humble, Magnolia, Pan American, Republic, Sun 7-13-49.

Gulf Coast (Kelsey & Others)

Schedule J: Humble, Sun.

Texas Miscellaneous

Agua Dulce (Republic)	$2.80
Alief (Pure)	2.80
Aransas (Atlantic)—2c above	Schedule F
Bazette (Humble)	2.65
Benavides & E. (Republic)	2.75
Benedum (Shell, 9-9-48)	2.65
Boynton (Humble)	2.48
Cayuga crude (Pan Am, 1-1-50)	Schedule K
Cayuga cond. (Pan Am, 3-1-48)	2.65
Chapel Hill, Below 50 (Gulf, Sinclair)	2.58
Chapel Hill, 50 & Above (Gulf, Sinclair)	2.65
Charlotte (Humble)	Schedule B
Clark (Humble)	2.54
Clay Creek (Sun)	2.40
Cleveland & N. (Shell, 1-1-49)	2.83
Conroe (Humble, Sun, Texaco)	2.83
Darst Creek (Humble, Magnolia, Texaco)	2.54
Emperor (Pure, 10-1-49)	Schedule C
Flag Lake (Humble)	2.65
Gist, 30 & above (Atlantic, 5-1-50)	2.[illegible]
Gist, below 35 (Atlantic, 8-23-49)	2.40
Hawkins (Humble, 4-25-49)	Schedule K
Hilbig (Humble)	2.54
Hobson (Magnolia)	2.65
Hysaw (Magnolia)	2.65
Imogene (Humble)	Schedule B
Jourdanton (Humble)	Schedule B
Lentz (Humble)	2.54
Livingston (Shell, 5-1-48)	2.83
Longhorn & E. (Republic)	2.75
Long Lake (Sinclair)	2.65
Lulling (Magnolia)	2.45
Lytton Springs (Magnolia)	2.57
Manford (Humble)	2.54
Manziel (Pan Am, 1-1-50)	Schedule K
Mariposa (Humble)	Schedule B
Merigale-Paul (Pan Am, 1-1-50)	Schedule K
Midway, 35 & ab. segregated (Republic)	2.80
McCoy (Shell, 5-1-48)	2.83
Mercy (Shell, 5-1-48)	2.83
Mt. Sylvan (Humble)	2.48
New Hope (Gulf)	Schedule A
North Vidor (Magnolia)	2.80
Opelika (Magnolia)	2.65
Palagana Dome (Republic)	2.75
Pearsall (Humble) 1c below	Schedule N
Pickton (Gulf)	Schedule A
Pita (Humble)	Schedule B
Pittsburg (Gulf)	Schedule A
Plymouth, high grav. low oct. (Republic)	2.65
Quitman, Eagle Ford & Sub-Clarksville Sands (Pan Am, 1-1-50)	Schedule K
Quitman, Paluxy (Pan Am, 4-27-49)	2.62
Rooke (Republic)	2.65
Salt Flat (Humble)	2.54
San Augustine (Magnolia)	2.75
Sand Flat (Humble, Pure, 4-25-49)	Schedule K
Satsuma (Stanolind O.P., 4-1-50)	2.75
Schwab (Shell, 5-1-48)	2.83
Segno (Gulf, 6-1-49)	Schedule F
Shepherd (Shell, 5-1-48)	2.83
Southland (Republic)	2.75
Sweden (Republic)	2.75
Talco (Humble, Magnolia, 4-25-49)	Schedule K
Taylor Link (Shell)	2.35
Tenney Creek (Humble)	2.54
Tomball (Humble, Magnolia, Stanolind)	2.83
Tri-Cities (Magnolia)	2.65
Van (Humble, Pure)	2.48
W. River (P. Pan American, 4-1-50)	2.40
Winnsboro (Gulf)	Schedule A
Yates (Gulf, Humble, Shell)	2.35
Zoborski (Humble)	2.54

New Mexico (Sour)

Schedule C: Atlantic, Continental, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

New Mexico (Fullerton & Others)

Schedule D: Humble, Magnolia, Phillips, Shell, Sinclair, Texas Co.

PENNSYLVANIA GRADE

(Aug. 25, 1950)

Allegany, N. Y. (Seep, Tide Water)	$4.00
Bradford, Pa. (Seep, Tide Water, Valvoline)	4.00
Buckeye, O. (Seep, Valvoline)	3.51
Eureka, W. Va. (Pure, Seep, Valvoline)	3.51
Lower Penna. District (Pennzoil)	4.00
Middle Penna. District (Valvoline)	4.00
Southwest Penna. (Seep, Valvoline)	3.57
Tiona-Sheffield, Pa. (Seep)	4.00
Zanesville, O. (Ashland, Valvoline)	3.00

MICHIGAN

(Only the lowest and highest postings in price schedule of each company are shown below; complete schedules may be obtained on request to NPN)

Bliss:	
Adams (Heavy) & Deep River (8-1-50)	$2.62
Buckeye (11-1-49) & Bentley (2-1-50)	2.75
Leonard—7-16-49:	
Clare City	2.44
Fork & other fields	2.80
Pure:	
Adams & Deep River (8-1-50)	2.62
Coldwater & other fields (7-1-49)	2.80
Simrall—6-24-49:	
Montmorency	2.31
Barryton-Sun Denslow	2.94
Sohio—6-30-49:	
Cato	2.61
Coldwater & Isabella	2.80

ILLINOIS-INDIANA-KENTUCKY-OHIO

Bowling Green, Ky. (Owensboro-Ashland, 7-1-49)	$2.42
Butler Co., Ky., (Owensboro-Ashland, 7-1-49)	2.56
Cleveland, O. & Others (S. O. Ohio)	2.10
Clinton Co., Ky. (Ashland O. & T.)	2.60
Corning, O. (Seep, 5-6-49)	2.70
Eastern Illinois (Ohio Oil) 1c below	Schedule F
Hitesville, Ky. & Others (Carter)	2.77
Illinois Basin (Ashland O. & R., Gulf, Magnolia, Ohio Oil, Shell, Sohio, Texaco)	2.77
Indiana Basin (Ashland O. & R., Sohio)	2.77
Lima, O. (S. O. Ohio)	2.96
Loudon, Ill. (Carter)	2.77
Mattoon, Ill. (Carter)	2.77
Plymouth, Ill. (Ohio Oil, 7-1-49)	2.44
Ragland Grade, Ky. (Ashland O. & T.)	2.43
Somerset Grade, Ky. (Ashland O. & T.)	2.53
Southern Illinois (Mohawk)	2.77
Western Kentucky (Sohio)	2.77

LOUISIANA-ARKANSAS

Arkansas Sour (Schuler, Jones Sand)

Schedule L: Phillips, Esso Standard.

Arkansas Sour
(Magnolia-Limestone & Others)
Schedule M: Arkansas Fuel, Esso Standard.

N. Louisiana-Arkansas Sweet
(Homer & Others)
Schedule N: Arkansas Fuel, Gulf, Esso Standard.

N. Louisiana-Arkansas Sweet
(Caddo & others)
Schedule A: Arkansas Fuel, Gulf, Magnolia, Esso Standard, Stanolind.

Northeast Louisiana
(Delhi & Others)
Schedule A: Esso Standard, Stanolind, Sun.

Central Louisiana
(Holly Ridge & Others)
Schedule O: Esso Standard, Stanolind.

Central Louisiana
(Olla & Others)
Schedule P: Arkansas Fuel, Esso Standard.

Coastal Louisiana
(Golden Meadow & Others)
Schedule P: Continental, Gulf, Magnolia, Pan American, Pure, Shell, Esso Standard, Stanolind, Texas Co.

Coastal Louisiana
(Hackberry & Others)
Schedule P: Gulf 2-4-50, Stanolind 2-1-50, Sun 2-3-50.

Coastal Louisiana
(Low Cold Test)
Schedule F (24-29 Gravity): Pan American 7-13-49, Shell 7-25-49, Sun 7-13-49, Texas Co., 7-12-49.

South Louisiana
(Westwego & Others)
Schedule O: Esso Standard, Stanolind.

LOUISIANA-ARKANSAS MISCELLANEOUS

Arkansas Sour Dist. (Limestone):
Big Creek, Calhoun, Columbia, Dorchest-Macedonia & McKamie (Esso Standard) $2.80
Arkansas Sweet Dist. (Sandstone):
Dorchest-Macedonia (Esso Standard) $2.85
Bateman Lake, La. cond. (Texaco, 2-1-49) 2.90
Bayou Pigeon, La. (Republic) 2.65
Bear, La. (Continental) 2.75
Bivens, La. (Atlantic 5-1-50) 2.75
Cotton Valley, La. Crude (Esso Standard) 2.70
Cotton Valley, La. Dist. (Esso Standard) 2.85
Creole (Pure) 2.61
Georgetown, La. (Ark. Fuel 7-11-49) 2.69
Haynesville, La., Smackover Lime (Arkansas Fuel, Gulf) 2.70
Jennings, La. (Gulf, Stanolind) ..... Schedule O
Lisbon, La. Crude (Gulf) ..... Schedule N
Lisbon La. Dist. (Esso Standard) 2.85
Neal, La. (Atlantic 5-1-50) 2.75
Smackover, Ark. (Ark. Fuel 4-20-49; Gulf, Phillips 4-27-49) 2.08
Sweet Lake, La. (Pure) 2.51
Tulos, La. (Ark. Fuel 7-11-49) 2.69
Urania, La. (Ark. Fuel 7-11-49) 2.69
Ville Platte, La. (Continental) 2.75
W. Mermentau, La. (Continental) 2.75

MISSISSIPPI

Baxterville crude (Gulf 5-1-50) $1.15
Baxterville dist. (Gulf) 2.00
Carthage Pt. dist., 45 & abv. (Pure) 2.85
Carthage Pt. Sweet dist. (Esso Standard) 2.85
Eucutta & Others (Esso Standard 4-27-49) ..... Schedule Q
Fayette & Others (Esso Standard) Schedule O
Fayette Sweet dist. (Esso Standard) 2.85
Gwinville Sweet dist. (Esso Standard) 2.85
Pickens (Carter, Sohio) ..... Schedule D
Tinsley (Sohio, 2-1-50) 1c above ..... Schedule S

COLORADO

Canon City (Continental) $2.45
Florence (Continental) 2.45
Ft. Collins (Continental) 5c below ..... Schedule A
Iles (Stanolind, Texaco) ..... Schedule A
Moffat (Texaco) ..... Schedule A
Rangely (Phillips 5-1-49) ..... Schedule A
Tow Creek (Texaco) ..... Schedule A
Walden (Continental) ..... Schedule A
Wellington (Continental) 5c below ..... Schedule A

MONTANA

Brady (Phillips) $2.70
Cat Creek (Continental 5-1-50) 2.65
Cut Bank (Carter, Phillips) 2.70
Cut Bank (Texaco) ..... Schedule R
Darling (Carter) 2.50
Dry Creek (Ohio Oil) ..... Schedule A
Elk Basin Light & Others (Ohio Oil, Stanolind) ..... Schedule A
Elk Basin Heavy & Others (Carter 5-14-49; Ohio Oil, Stanolind 5-16-49) ..... Schedule T
Kevin-Sunburst (Texaco, Phillips) Schedule R
Poindexter (Phillips) ..... Schedule R

WYOMING

Beaver Creek & Others (Phillips 5-1-49) ..... Schedule S
Big Sand Draw Condensate (Sinclair, 6-1-49) 2.65
Byron (Ohio Oil, 12-20-49; Stanolind, 1-12-50) 1.50
Elk Basin Light & Others (Carter, Continental, Ohio Oil, Sinclair, Stanolind, Texaco) ..... Schedule A
Elk Basin Heavy & Others (Carter 5-14-49; Ohio Oil, Stanolind 5-16-49) Schedule T
E. Mahoney Dome (Sinclair) 2c below ..... Schedule C
Garland (Ohio Oil, 12-20-49; Stanolind, 1-12-50) 1.50
Medicine Bow (Ohio Oil) 2.875
Muddy Creek (Carter) 2.41
Mush Creek (Phillips 5-1-49) ..... Schedule A
Oregon Basin (Ohio Oil, 12-20-49; Stanolind, 1-12-50; Texaco, 1-13-50) 1.40
Sheldon Dome (Phillips 5-1-49) ..... Schedule A
Skull Creek (Phillips 5-1-49) ..... Schedule A
Wertz & Others (Sinclair) ..... Schedule C

CANADIAN FIELDS

(Prices are in Canadian dollars per Canadian bbl. of 35 Imperial gals.)

Bothwell (Imperial, 4-20-50) 3.50
Glencoe (Imperial, 4-20-50) 3.50
Golden Spike (Imperial, 9-24-49) 3.18
Leduc-Calmar (Imperial, 9-24-49) 3.20
Oil Springs (Imperial, 9-24-49) 3.52
Petrolia (Imperial, 9-24-49) 3.70
Redwater (Imperial, 9-24-49) 2.85
Woodbend (Imperial, 9-24-49) 3.20
Turner Valley Crude (Imperial, 9-24-49): Prices, FOB producer's tankage, begin with 33-33.9 at $3.44, 2c differential to 64 & over at $4.00.
Turner Valley Absorption Gasoline (Royalite):
Propane (12-1-48) $0.40
Butane (1-1-50) 2.25
Pentanes & Heavier (9-24-49) 3.48

CALIFORNIA

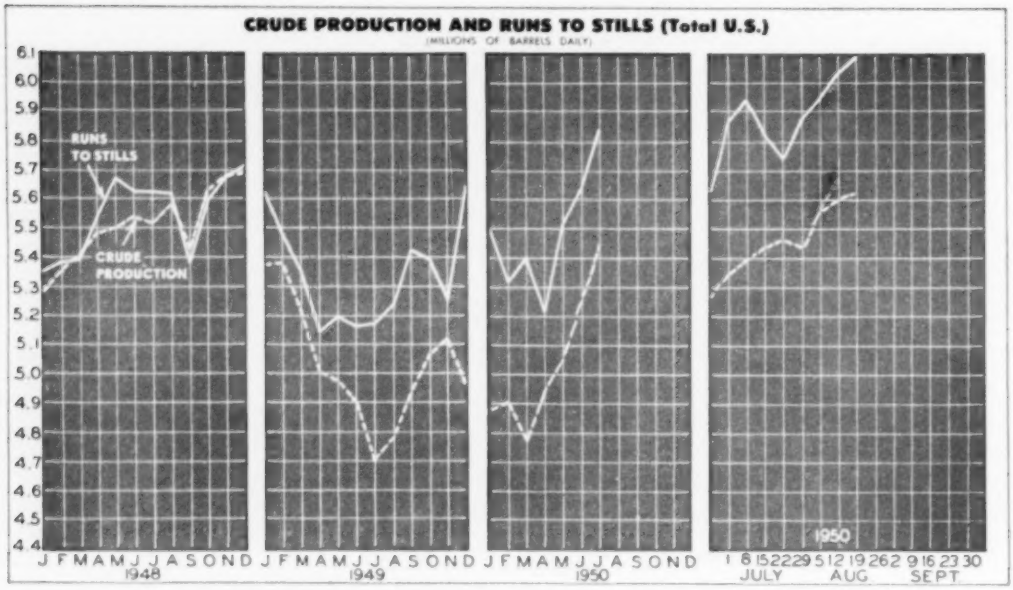
S. O. California prices effective July 20, 1950. All gravities above those quoted take highest price offered for the field specified.

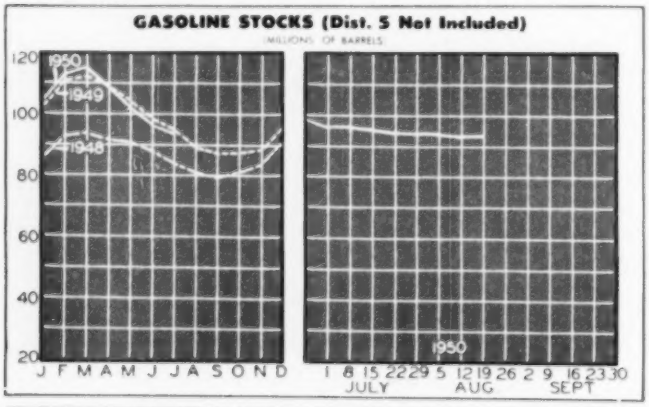
SCHEDULE Gravity	1	2	3	4	5	6	7	8
12-12.9	$1.23	...	...	$1.07	$1.04	$1.16	...	...
13-13.9	1.27	...	...	1.13	1.11	1.23	...	...
14-14.9	1.32	...	$1.32	1.19	1.17	1.30	$1.28	$1.46
15-15.9	1.40	...	1.40	1.23	1.21	1.34	1.34	1.53
16-16.9	1.50	...	1.48	1.27	...	1.38	1.40	1.61
17-17.9	1.60	...	1.57	1.31	...	1.42	1.47	1.68
18-18.9	1.70	...	1.65	1.36	...	1.46	1.53	1.75
19-19.9	...	...	1.74	...	...	1.50	1.60	1.83
20-20.9	...	$1.87	1.82	...	...	...	1.66	1.91
21-21.9	...	1.96	1.91	...	...	...	1.72	1.99
22-22.9	...	2.05	...	...	...	...	1.78	2.06
23-23.9	...	2.13	...	...	...	...	1.85	2.13
24-24.9	...	2.21	...	...	...	...	1.91	...
25-25.9	...	...	...	...	...	...	1.97	...
26-26.9	...	...	...	...	...	...	...	...
27-27.9	...	...	...	...	...	...	...	...
28-28.9	...	...	...	...	...	...	...	...

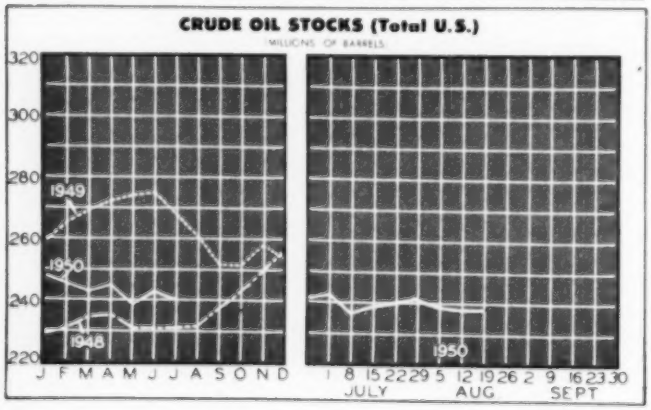
SCHEDULE Gravity	9	10	11	12	13	14	15	16	17
24-24.9	...	...	...	...	...	...	...	...	...
25-25.9	...	...	...	...	...	...	$2.07	...	...
26-26.9	...	$2.40	...	...	...	...	2.15	...	...
27-27.9	...	2.43	$2.20	...	...	...	2.22	...	...
28-28.9	$2.42	2.47	2.23	...	$2.17	...	2.29	$2.37	...
29-29.9	2.48	2.51	2.31	...	2.23	...	2.36	2.42	...
30-30.9	2.54	2.55	2.36	...	2.29	...	2.42	2.46	...
31-31.9	2.59	2.60	2.41	$2.47	...	FOB	2.49	2.51	...
32-32.9	2.64	2.64	2.47	2.52	...	Ship	2.55	2.56	...
33-33.9	2.70	2.69	2.52	2.57	...	$2.66	2.61	2.60	...
34-34.9	2.75	2.73	2.57	2.62	...	2.71	2.67	2.65	...
35-35.9	...	...	2.61	2.67	...	2.75	2.72	2.70	$2.67
36-36.9	...	...	2.66	2.72	...	2.80	2.78	2.74	2.71
37-37.9	...	...	2.70	2.77	...	...	2.82	2.79	2.76
38-38.9	...	...	2.75	2.82	...	...	2.87	2.83	2.80
39-39.9	...	...	2.79	2.87	...	...	2.91	2.88	...
40-40.9	...	...	2.84	2.92	...	...	2.96	2.92	...

SCHEDULE Gravity	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37
12-12.9	...	...	...	...	...	...	...	...	...	...	...	...	...	$1.32	$1.29	$1.35	...	...	$1.29	...
13-13.9	...	...	...	...	...	...	...	...	...	...	...	...	...	1.34	1.33	1.39	...	...	1.32	...
14-14.9	...	$1.53	$1.39	...	$1.51	$1.53	...	$1.47	$1.41	$1.50	$1.52	...	...	1.38	1.42	1.43	...	...	1.37	...
15-15.9	...	1.60	1.47	...	1.58	1.60	...	1.54	1.49	1.57	1.60	...	...	1.46	1.50	1.52	...	...	1.46	...
16-16.9	...	1.67	1.45	...	1.65	1.67	...	1.60	1.57	1.64	1.68	...	...	1.55	1.57	1.60	...	...	1.55	...
17-17.9	...	1.74	1.53	...	1.72	1.74	...	1.66	1.64	1.72	1.76	...	...	1.63	1.65	1.67	...	...	1.63	$1.72
18-18.9	$1.69	1.81	1.61	...	1.79	1.81	...	1.73	1.72	1.79	1.84	...	...	1.71	1.72	1.74	...	...	1.71	1.80
19-19.9	1.77	1.89	1.69	...	1.86	1.88	$1.82	1.79	1.80	1.87	1.93	...	...	1.80	1.80	1.82	...	...	1.80	1.89
20-20.9	1.85	1.96	1.77	...	1.93	1.95	1.91	1.85	1.88	1.94	2.01	...	$1.68	1.88	1.88	1.89	...	...	1.89	1.99
21-21.9	1.93	2.03	1.85	...	2.00	2.02	2.00	1.92	1.96	2.02	2.09	...	1.77	1.97	1.95	1.97	...	...	1.98	2.08
22-22.9	2.00	2.10	1.93	...	2.07	2.09	2.09	1.98	2.04	2.09	2.17	...	1.86	2.05	2.03	2.04	...	...	2.06	2.17
23-23.9	2.08	2.17	2.01	...	2.14	2.16	2.18	2.04	2.12	2.16	2.25	$2.10	1.94	2.13	2.10	2.12	...	...	2.15	2.26
24-24.9	2.15	2.24	2.09	$2.18	2.21	2.23	2.27	2.11	2.20	2.24	2.33	2.17	2.03	2.22	2.18	2.19	$2.15	...	2.23	2.35
25-25.9	2.23	2.32	2.17	2.23	2.28	2.30	2.36	2.17	2.28	2.31	2.42	2.23	2.11	2.30	2.25	2.26	2.21	...	2.32	2.44
26-26.9	2.31	2.39	2.25	2.30	2.35	2.37	2.45	2.24	2.36	2.39	2.50	2.30	2.20	2.38	2.33	2.34	2.28	...	2.41	2.53
27-27.9	2.37	2.43	2.31	2.35	2.39	2.41	2.50	2.29	...	2.43	2.54	2.35	2.28	2.44	2.37	2.38	2.31	...	2.46	2.59
28-28.9	2.42	2.48	2.37	2.41	2.44	2.45	2.56	2.35	...	...	2.57	2.39	2.32	2.50	2.42	2.41	2.34	...	2.51	2.66
29-29.9	2.48	2.52	...	2.46	2.47	2.49	...	...	...	...	2.61	2.43	2.37	2.55	2.46	2.45	...	...	2.56	2.72
30-30.9	2.54	2.57	...	2.52	2.51	2.52	...	...	...	...	2.64	2.48	2.43	2.60	...	2.49	...	...	2.61	2.79
31-31.9	2.59	2.61	...	2.57	...	2.56	...	...	...	...	2.66	2.52	2.48	2.66	...	2.54	...	...	2.65	...
32-32.9	2.64	...	...	2.62	...	...	...	...	...	...	2.69	2.57	2.53	...	...	2.58	...	...	2.70	...
33-33.9	...	...	...	2.67	...	...	...	...	...	...	2.72	2.61	2.59	...	...	2.62	...	...	2.72	...
34-34.9	...	...	...	2.72	...	...	...	...	...	...	2.76	2.65	2.64	...	...	2.66	...	...	2.75	...
35-35.9	...	...	...	2.78	...	...	...	...	...	...	2.79	2.70	2.69	...	...	2.70	...	$2.62	2.77	...
36-36.9	...	...	...	...	...	...	...	...	...	...	2.84	...	...	...	...	2.74	...	2.67	2.80	...
37-37.9	...	...	...	...	...	...	...	...	...	...	2.88	...	...	...	...	2.78	...	2.72	2.83	...
38-38.9	...	...	...	...	...	...	...	...	...	...	2.92	...	...	...	...	2.81	...	2.77	2.86	...
39-39.9	...	...	...	...	...	...	...	...	...	...	2.96	...	...	...	...	2.85	...	2.82	2.90	...
40-40.9	...	...	...	...	...	...	...	...	...	...	2.99	...	...	...	...	2.89	...	2.87	2.94	...

	Schedule
Aliso Canyon	37
Athens-Rosecrans	9
Brea-Olinda	24
Buena Vista Hills	31
Canfield Ranch	34
Coalinga	33
Coles Levee	11
Cymric	38
Del Valle	15
East Coyote	27
Edison	3
Elk Hills (Shallow)	31
Elk Hills (Stevens Zone)	11
El Segundo	20
Elwood	14
Gato Ridge	4
Greeley	11
Guijarral Hills	32
Huntington Beach	22
Inglewood	23
Kern Front McKittrick	1
Kern River	1
Kettleman Hills	12
Lakeview Area	31
Leffingwell	17
Lost Hills	32
McClung	13
Midway-Sunset	31
Montalvo West	16
Montebello	23
Mountain View	30
Mt. Poso	1
Newport-Anaheim Sugar Area	7
Newport-Other Than Anaheim Sugar Area	8
Pleasant Valley	35
Rincle City	23
Richfield	26
Round Mountain	1
Santa Fe Springs	16
Santa Maria Valley	6
Seal Beach	21
Signal Hill (Long Beach)	18
Torrance	25
Wasco	11
West Cat Canyon-Los Flores	5
West Coyote	29
Wheeler Ridge	2
Whittier	27
Wilmington	19







Crude Oil Stocks

(Bureau of Mines figures in thousands of barrels)

	Aug. 12	Aug. 19	Change from Aug. 12
Pennsylvania Grade	2,745	2,641	—104
Other Appalachian	1,488	1,200	—288
Lima-Mt. Carmel	793	777	—16
Illinois-Indiana	8,437	8,633	+196
Arkansas	2,792	2,810	+18
Kansas	8,433	8,321	—112
Louisiana	14,485	14,860	—377
North	3,134	2,998	—136
Gulf	11,349	11,862	+513
Mississippi	2,266	2,479	+213
New Mexico	6,031	5,875	—156
Oklahoma	24,574	25,166	+592
Texas	113,833	113,945	+112
East Texas	14,702	14,469	—233
West Texas	43,526	42,291	—1,235
Gulf Texas	27,391	28,481	+1,090
Other Texas	28,214	28,704	+490
Panhandle	3,826	3,883	+57
North	7,353	7,446	+93
South	7,598	7,627	+29
Other	9,437	9,748	+311
Rocky Mountain	11,925	11,480	—445
California	33,871	33,015	—856
Foreign	6,883	7,259	+376
Total crude stocks in U. S.	238,554	238,461	—93
Total located in Bureau of Mines' East Coast District	14,882	15,322	+440

Penna. Crude Runs to Stills

(Compiled by National Petroleum Assn., from reports of oil companies refining Penna. Grade Crude. Figures in b/d.)

Week Ended Aug. 19, 1950	Week Ended Aug. 12, 1950	Week Ended Aug. 20, 1949
62,816	64,561	57,122

REFINERY OPERATIONS

(*American Petroleum Institute figures in thousands of barrels of 42 gallon each. Figures include reported totals plus estimate of unreported amounts and are therefore on a Bureau of Mines basis.*)

Districts	Crude Runs to Stills: Daily Average Week Ended Aug. 19	Aug. 12	Crude Runs to Stills: % Operated Week Ended Aug. 19	Aug. 12	Gasoline Production at Refineries Inc. Natural Blended Week Ended Aug. 19	Aug. 12	Kerosine Production Week Ended Aug. 19	Aug. 12	Gas Oil & Dist. Fuel Oil Production Week Ended Aug. 19	Aug. 12
East Coast	980	1,002	97.4	99.6	2,880	2,813	263	235	1,508	1,616
Appalachian (Dist. 1)	101	103	86.3	88.0	267	278	28	36	96	106
Appalachian (Dist. 2)	71	65	95.9	87.8	255	233	26	24	49	66
Ind., Ill., Ky.	1,063	1,074	90.8	91.7	4,392	3,991	447	471	1,133	1,178
Okla., Kans., Mo.	522	518	93.7	96.6	2,060	2,057	91	88	814	776
Inland Texas	230	221	80.4	77.3	1,023	956	75	95	230	221
Texas Gulf Coast	1,382	1,367	86.8	85.9	4,882	4,458	686	629	2,050	1,846
Louisiana Gulf Coast	486	488	102.5	103.0	1,672	1,572	445	396	350	217
North Louisiana & Arkansas	75	68	84.9	76.7	180	190	44	44	99	89
Rocky Mt. (Dist. 3)	15	13	88.2	76.5	52	50	3	3	13	13
Rocky Mt. (Dist. 4)	201	195	82.3	83.0	624	615	35	35	281	268
California	975	932	88.8	84.7	2,974	3,002	102	65	291	277
Total U. S.—B. of M. Basis	*6,099	6,044	90.8	90.0	21,319	20,395	2,285	2,121	7,380	7,647
U. S.—B. of M. Basis, Aug. 20, 1949	5,241		82.1		18,195		1,634		6,042	
East of California	5,124	5,112	91.3	91.0	18,345	17,233	2,143	2,056	6,789	6,910

* Includes 307,000 bbls. foreign crude runs.

Districts	Residual Fuel Oil Production Week Ended Aug. 19	Aug. 12	Total Stocks Kerosine Week Ended Aug. 19	Aug. 12	Total Stocks Gas Oil and Distillates Week Ended Aug. 19	Aug. 12	Total Stocks Residual Fuel Oil Week Ended Aug. 19	Aug. 12	Stocks Finished and Unfinished Gasoline Week Ended Aug. 19	Aug. 12	Per Cent Daily Refining Capacity Reported Week Ended Aug. 19
East Coast	1,540	1,354	8,008	7,501	16,746	15,909	11,673	10,801	25,470	25,223	100.0
Appalachian (Dist. 1)	100	55	436	413	629	617	386	395	2,202	2,354	100.0
Appalachian (Dist. 2)	103	103	145	148	170	179	254	233	999	1,002	96.2
Ind., Ill., Ky.	898	1,018	5,163	5,011	11,193	10,729	4,448	4,528	22,416	22,268	91.3
Okla., Kans., Mo.	456	441	1,383	1,360	6,356	6,089	1,269	1,267	10,428	10,709	84.4
Inland Texas	306	298	560	602	1,275	1,389	853	807	3,178	3,153	77.6
Texas Gulf Coast	1,772	1,654	3,953	4,034	10,450	9,879	4,749	4,896	16,065	15,994	96.5
Louisiana Gulf Coast	436	360	2,866	2,684	3,296	3,518	1,832	1,821	6,020	5,965	97.3
North Louisiana & Arkansas	91	84	460	453	712	560	298	290	2,445	2,535	72.5
Rocky Mt. (Dist. 3)	20	19	25	25	58	65	35	34	95	94	24.9
Rocky Mt. (Dist. 4)	262	242	474	465	1,835	1,747	824	855	3,635	3,769	83.2
California	2,327	2,159	942	912	12,377	12,372	15,306	15,883	15,271	15,452	88.9
Total U. S.—B. of M. Basis	8,311	7,787	24,413	23,628	65,107	63,053	42,008	41,810	†108,274	108,518	92.2
U. S.—B. of M. Basis, Aug. 20, 1949	7,496		25,822		75,312		48,157		‡107,612		
East of California	5,984	5,628	23,471	22,716	52,736	50,681	26,612	25,927	93,003	93,066	92.9

Unfinished gasoline stocks included are: † 8,316,000 bbls. ‡ 7,419,000 bbls.

Crude and Condensate Production

(API figures in barrels daily)

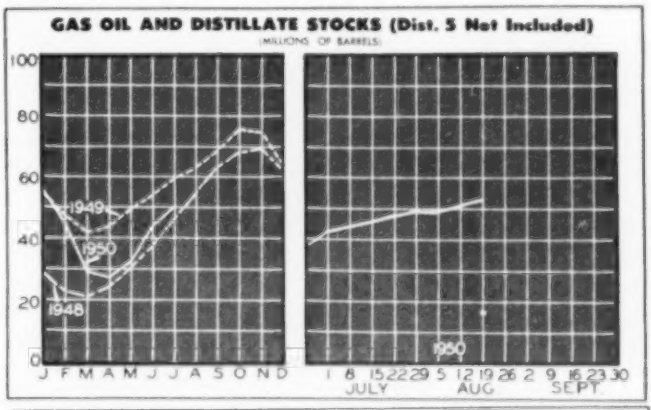
Week ended Aug. 19

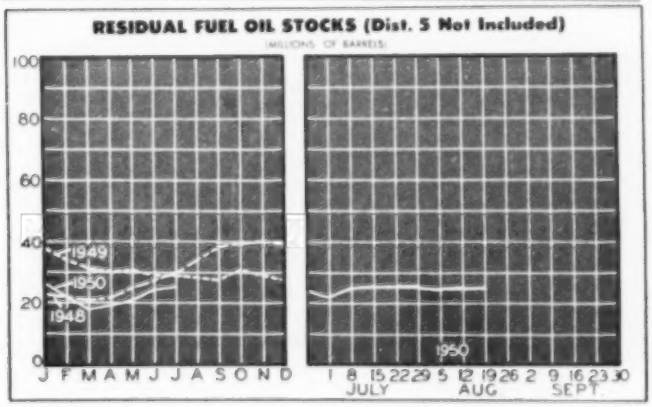
State	Crude & Condens.	Change from Previous Week
*New York-Pa.	44,600	+250
Florida	1,500	—200
*W. Virginia	7,500	—150
*Virginia	100	
*Ohio S. E.	5,500	—500
Ohio Other	4,100	
Indiana	31,700	+100
Illinois	176,150	+550
Kentucky	28,100	+350
Michigan	47,400	+1,700
Nebraska	** 2,550	
Kansas	**306,800	+13,200
Oklahoma	**468,050	+3,550
Texas		
Dist. 1	29,450	
Dist. 2	142,900	—50
Dist. 3	451,650	—300
Dist. 4	225,400	+50
Dist. 5	41,250	
East Texas	274,800	
Other Dist. 6	101,350	—150
Dist. 7-B	72,450	
Dist. 7-C	68,200	—50
Dist. 8	846,400	
Dist. 9	134,100	
Dist. 10	92,900	
Total Texas	2,480,950	—500
North La.	126,550	
Coastal La.	472,250	—100
Total La.	598,800	—100
Arkansas	86,700	—350
Mississippi	112,850	+3,300
Alabama	1,950	—50
N. Mex. S. E.	133,750	
N. Mex. Other	350	
Wyoming	165,250	+6,250
Montana	23,850	—50
Colorado	64,150	+1,800
Utah	3,330	+130
California	962,800	+1,850
Total U. S.	5,707,580	+32,830
*Penna. Grade crude incl.	57,700	—300

Breakdown of condensate production which is included in above table is as follows:

Arkansas	4,450	Texas	36,000
No. La.	10,100	Wyoming	400
Coastal La.	13,700	California	2,700
Mississippi	3,450		

** Okla., Kans., Neb. figures are for week ended 7 a.m. Aug. 17, 1950.





Folder Tells How Institutional Ads Help Dealers

Standard of Indiana has sent dealers a two-color folder explaining how the company's institutional advertising program helps their business. (Standard's institutional ad campaign is discussed in Midwest Comment, NPN May 31, 1950, p. 9.)

Leading off with the statement: "Making friends for Standard Oil means making friends for you!" the folder points out how dealers benefit by the good will generated by the company's ads.

Standard asks dealers to "check these two statements with your own experience:

"1. People who know you well are likely to think well of you.

"2. People who think well of you are more likely to do business with you."

Copy in the folder, which shows reproductions of six of Standard's institutional ads, continues:

"In these two facts is the reason why this institutional advertising means business for you. Its purpose is to get the public to know Standard Oil well—and there's no better way to do that than by introducing them to Standard Oil people. Anyone who knows the facts about Standard Oil and its people is far more likely to think well of Standard Oil.

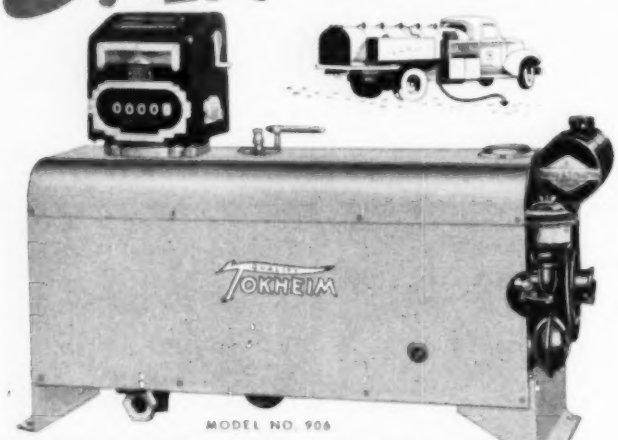
"And if the ads succeed in making people think well of Standard Oil, then they mean business for you—because, to the public in general, *you* are Standard Oil."

The company's ad for August of this year bears the headline, "These Are the People We Treasure." Photos show a typical car-owning family and Standard drilling crew, refinery and bulk plant employes. Copy points out the importance Standard attaches to the good will and patronage of its customers and how hard it works to hold them. Copy with the employe pictures notes the investment in money and equipment the company has made to supply the motoring public.

The institutional ads (ten in all) are appearing in more than 150 Midwest newspapers and farm papers with a total circulation of over 15 million.

Here's the pump for

SPLIT LOADS



MODEL NO. 906

TOKHEIM POWER PACK PUMP
with Register, Totalizer and Ticket Printer

This famous Tokheim unit is ideal for tank trucks carrying split loads. Used along with your present pumping equipment, it meets state requirements regarding dispensing equipment and offers a big saving to the operator.

Power Pack is also useful and very economical as the sole dispensing unit for trucks carrying single loads. Ticket printer (optional) furnishes customer with an accurate record of fuel delivered.

Powered by a 1½ HP gasoline engine, it dispenses up to 20 gallons per minute and will deliver 10,000 gallons of fuel on a gallon of gasoline. Equipped with the same rotary pumping unit and meter used in the famous Tokheim gasoline pump, it requires very little attention and gives years of dependable service. For economical delivery from tank trucks or for special use at bulk plants or fuel depots, choose a Tokheim Power Pack Pump.

Write factory for bulletin and prices.

QUICK FEATURES

- Equipped with Register, Totalizer and Ticket Printer (optional).
- High-vacuum rotary gear-type pump dispenses up to 20 gallons per minute.
- Economical 1½ HP gasoline engine delivers 10,000 gallons of fuel per gallon of gasoline used.
- Pump, meter and engine are securely mounted on a rigid, welded steel frame, covered by streamlined metal housing.
- Installation easy and economical.
- Moderately priced.

TOKHEIM
COMPARE THE VALUE

TOKHEIM OIL TANK AND PUMP CO.
General Products Division
FORT WAYNE 1 INDIANA
Factory Branch: 1309 Howard St., San Francisco 3, Calif.

Good-Will Photos

A new twist in building motorist good will is offered by a Texaco dealer in Cleveland, who snaps pictures of many customers patronizing his station. He does it with a polaroid Land camera, while they are waiting in their cars or at the station's soft drink cooler. When giving motorists change, he also hands them a picture of themselves taken a minute before.

Tire Pressure Service

Tide Water is sending dealers two new point-of-sale promotion pieces to help promote accurate tire inflation service. They are a new swing sign poster and a four-page leaflet.

The latter, a motorist handout, stresses the inaccuracy of gauges used to measure tire inflation in many stations and the importance of accurate air pressure as far as motorist safety and comfort are concerned.

The leaflet mentions Tide Water's program of regular air gauge checks. This is done by company salesmen

CLASSIFIED

DISPLAYED: Advertisements set in special type or with border—$10.00 per column inch.
UNDISPLAYED: "For Sale", "Wanted to Buy", "Help Wanted", "Business Opportunities", Miscellaneous classifications set in type this size without border—25 cents a word. Minimum charge, $6.25 per insertion.

"Position Wanted"—10 cents a word. Minimum charge $2 per insertion.
Box number counts 2 words. Copy must reach us by Wednesday preceding date of issue.
All classified advertisements are *payable in advance*.
No agency commission or cash discounts on classified advertisements.

For Sale

1450 GAL. TANK, 4 compartments, piped, $225.00. **DOUG DRISCOLL**, 50 Tunxis St., New Britain, Conn.

FOR SALE: 1942 Chevrolet 670 gallon 3 compartment tank, 100' hose & reel, new meter. Excellent condition. Price $850.00. **CAMPBELL OIL CO.**, Massillon, Ohio.

TWO BLOCKS IN THE CITY OF PORTAGE. Railroad on one side and State Hi 33 going through. Good location for trackside station and bulk tanks. Price $2000.00. Terms. **LESTER GIESE**, 523 E. Conant St., Portage, Wisc.

1940 FORD TRUCKSTEEL TRUCK, 2000 gal. modern tank, 3 compartments, 3" pump, air brakes, 6 new tires, 1949 meter, 125' 1½" hose, Neptune ticket printing meter, electric reel. Full price $2350.00. Going in tire business. **BILL RICHARDS**, 121 Laurel St., Bristol, Conn.

For Sale

FOR SALE

TANK CAR TANKS
FOR STORAGE

Coiled and Non-Coiled

Cleaned—Painted—Tested

7— 8,000-Gallon
28—10,000-Gallon
1— 4,500-Gallon, 3 Compartment
1— 5,000-Gallon, 3 Compartment
4— 6,000-Gallon, 2 Compartment
1— 6,500-Gallon, 3 Compartment

Some of the above tanks are located in Kansas and Texas

IRON & STEEL PRODUCTS, INC.
13456-A S. Brainard Avenue
Chicago 33, Illinois

"ANYTHING containing IRON or STEEL"

For Sale

1939 MACK SEMI-TRAILER 4 Comp. 2935 gallons total Cap.-Comp. 800 gal. 1235 gal. 740 gal. 1060 gal. Bucket and Meter Boxes, Meter Installed. 10.00x20 12 Ply Tires Like New—Tire Carriage. Discharge Outlet on Both Sides. Full Air Brakes. Reasonable. **FORBES OIL CO.**, Tarentum, Pa.

An advertisement in NPN's Classified Section will bring you quick, effective results at low cost.

WRITE TODAY

NATIONAL PETROLEUM NEWS
1213 West Third St.
Cleveland 13, Ohio

who call on dealers to familiarize them with the proper use of air-inflation tables and test each air tower, line chuck and hand gauge in use by means of their master gauge. Salesmen then make on-the-spot adjustments whenever possible, or order repairs by mechanics.

A metal sign plate with "Accurate Air Pressure" in red letters has been distributed to all company dealers for mounting on or near air towers.

Tide Water's tire pressure service is the result of 1948 company survey in Providence, R. I., which showed that 54% of air towers, 43% of line chucks and an even higher percentage of hand gauges were inaccurate.

Dealer Sales Tips

Here are some selling methods used by dealers to increase service station business, according to Esso Standard's *Esso Dealer*:

One dealer hands motorists leaving his station a business card bearing a picture of the station on the reverse side.

Another dealer examines the tires of cars parked near theaters, grocery stores and restaurants in his neighborhood. If tires are well-worn, he writes down the car license number, checks registration lists, and then solicits the car owner's trade.

Two dealers near Chambersburg, Pa., have large signs at their stations telling motorists of a detour ahead and offering directions on how to bypass the road under repair. Printed detour maps are distributed to motorists stopping for directions. One of the dealers says he has sold gasoline to 75% of the several hundred car owners who have stopped for detour information.

Another dealer released 12 cross-country balloons as part of opening day activities. Each balloon contained certificates for $5 worth of products and accessories, available to bearers on presentation at the station.

Beyond the Gas Main

First ad of National Committee for LP-Gas Promotion in country-wide campaign to promote use of LP-Gas appeared in four farm publications during July and August.

The full-color, full-page advertisement was inserted in *Country Gentleman, Capper's Farmer, Farm Journal* and *Successful Farming*. The ad featured a farm kitchen scene, with housewives admiring a gas range, and had the slogan: "Cook with every City convenience . . . right now, with LP-Gas." Theme of ad is that farm homes beyond gas mains can have gas ranges by using LP-gas.

Also stressed is the fact that farmers can buy an assortment of gas equipment using LP-Gas, including refrigerators, hot water heaters, room heaters, furnaces, incinerators, and clothes dryers.

As of June 22, 1950, 461 organizations had pledged support to the LP-gas promotion campaign, including oil companies, various other LP-gas suppliers and equipment manufacturers and distributors.

Double-Duty Ads

Indiana Standard's publication *The Standard Bearer* has suggested to its agent readers a way to tie in with company advertising in local newspapers. It cites the case of two agents who added a copy panel below a Standard motor oil ad announcing that they were "bulk dealers" in the company's products. The *Bearer* comments:

"If your local paper carries Standard Oil advertisements, adding a line below them to announce your association with the company can bring you new prestige and profits."

Employe Open House

The Cleveland Sales Division of Standard Oil Co. (Ohio) recently held an open house for employes and dealers and their families. Public relations was stressed.

Held on three successive days, about 1,200 persons attended, and were shown the division's offices, shops, loading rack, and other marketing facilities. R. D. Parkard, division manager, met guests at the entrance, salesmen served as guides, and department heads gave short talks on the work of the respective departments.

Posters gave facts and figures on the business and the products which Sohio sells.

The tour occupied about two and one-half hours.

Listen to the CHAMPION ROLL CALL . . . *Harry Wismer's fast sportscast every Friday night, over ABC network*

CHAMPION

in

SALES

as well as in name!

Be a Champion Dealer

IT PAYS!

CHAMPION SPARK PLUG COMPANY, TOLEDO 1, OHIO

Permanent Antifreeze Unneccessary In 80% of Cars, Du Pont Declares

By Frank C. Sturtevant, TBA Editor

Something new is going to be added to antifreeze merchandising this fall. In a big, national advertising campaign in *Saturday Evening Post* and other consumer and farm magazines; in newspapers; on the Cavalcade of America radio show; and on billboards, Du Pont is going to tell the public that 80% of the car owners do not need permanent antifreeze. This campaign is apparently going to be big enough to have a definite effect on anyone who handles antifreeze—whether Du Pont or some other brand.

A 4-page ad in the *Saturday Evening Post* for Sept. 30 will carry across the center spread a headline reading: "Instead of using expensive antifreeze, 4 out of 5 motorists can get complete winter protection from $1.25 a gallon Du Pont ZERONE."

This does not mean that Du Pont has gone out of the permanent type antifreeze business. The bottom fourth of the ad spread will be devoted to Zerex at $3.50 per gal. with copy that reads: "For those who *need* 'permanent' type there's no finer antifreeze than Du Pont Zerex" and goes on to say that permanent type antifreeze is only needed by those who have installed high-opening thermostats in order to get more heat from the car heater; or for high altitude driving; or where it gets colder than 30° below zero.

The obvious purpose of the campaign is to raise a question in the mind of every motorist as to whether he really needs the more expensive permanent type antifreeze. The effect of these arguments, which will be widely disseminated by this manufacturer, are of concern to everyone in the oil marketing business. No other TBA product is so universally sold in service stations as antifreeze. If the campaign, when it appears, influences a considerable number of motorists, it will affect their choice, as between permanent and non-permanent types, of all brands of antifreeze, as well as those made by Du Pont. Should the campaign set in motion a marked shift in preference for the non-permanent type, present antifreeze inventories now in the hands of oil marketers, as well as their future commitments, will be affected.

In the past the oil industry has impartially promoted the sale of both types of antifreeze. It probably will continue to do so, but will be alert for indications showing the direction of public demand.

Other phases of the Du Pont campaign perhaps are worthy of attention on the part of oil marketers. As a logical outgrowth of its claim of "no evaporation problem" for the $1.25 type of antifreeze, Du Pont is asking both dealers and motorists "Why wait for the big freeze?" Heavy promotion aimed at dealers will urge them to make advance appointments with their customers for complete cooling system service, including antifreeze.

As a manufacturer of a line of radiator chemicals Du Pont has an understandable interest in more than just antifreeze business, although its other products are not mentioned in the campaign. Car owners will be reminded of the loss they suffer if antifreeze leaks out of the cooling system or if rust causes overheating.

'51 Packards Make TBA Changes

Packard's 1951 cars will have direct action shock absorbers all around. Last year the direct action type was used at the rear, with lever type in the front. Oil TBA men who market replacement shock absorbers like to see the continuing trend to direct action types, which are more easily installed by service stations, and cost less.

Another TBA change on the new Packards will be the use of square storage batteries, instead of the long, narrow assembly formerly used.

Packard's Model 200 apparently will have no oil filter, although the equivalent model last year was filter-equipped. Oil filters will be used on the Model 300 and the Model 400. All three models will have an oil bath air cleaner in place of the gauze type used last year. The radiator capacity of the Model 200 has been changed from 18 qts. to 19.9 qts. Radiator capacities for the Model 500 and Model 400 are up from 19 qts. to 19.9 qts.

Tires on the Model 300 will be 8.00 x 15 in place of 7.60 x 15; the Model 400 will use 8.00 x 15 in place of 8.20 x 15.

TBA-Lube Job Tie-up Stressed

The president of National Lubricating Grease Institute, Arthur J. Daniel, of Battenfeld Grease & Oil Corp., is telling members of his group about the close relation between TBA profits and lube jobs. He writes in the August issue of *The Institute Spokesman* that a service station's TBA volume really depends on getting cars onto the lift. "Grease lubrication offers the station operator the golden opportunity of finding just what it is that the automobile needs," says Mr. Daniels. Expanded TBA lines can increase service station profits if the operators will furnish the bread and butter items that will bring customers into their stations, he observes.

Car Radio Comeback

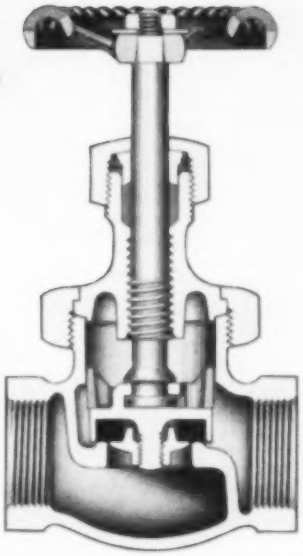
The automobile radio business is good again. Standard of Ohio is telling its dealers. For a time after the war every new car came out of the factory with a radio already installed, but when supply and demand got into balance, car dealers lost some of this business. Sohio says that more than half of the lower priced cars have been delivered minus a radio.

To meet this situation Sohio is adding to its TBA line a new Philco universal type auto radio to sell for $39.95. The company points out that the new model is so compact (only 7¼ inches deep) that it can be installed under the dash of any car, old or new. Other advantages explained to dealers are: "famous war-developed miniature tubes" in a brand new circuit; a new 3-circuit tuner; large, easy-to-read dial numbers. Posters and other promotional material are now available to the dealer organization.

Tire Sale Campaign Launched

AKRON, Ohio—Eagle Oil & Refining Co. and Sunset Oil Co. have signed a long-term contract with Associated Lines Sales division of B. F. Goodrich Co., under which the two Pacific Coast oil companies will handle the Miller line of tires and

For completeness of selection You can't beat the CRANE line



No. 7, 150-Pound Brass Globe with composition disc. Working Pressures: 150 pounds steam; up to 300 pounds cold water, oil, or gas. Sizes: ⅛ to 3-in. Screwed or flanged ends.

BEST FOR QUICK DISC CHANGES

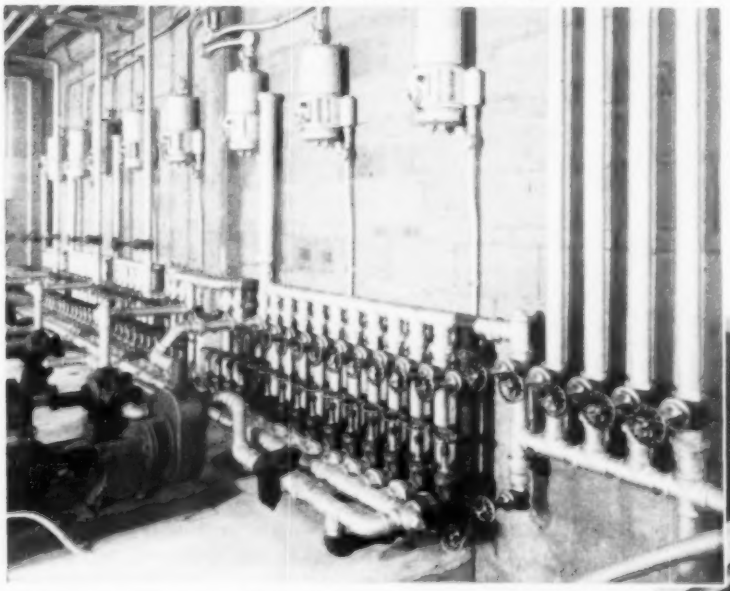
You save maintenance time and money when you use Crane No. 7 Brass Valves with renewable composition discs. When a leak occurs, you don't change valves, you merely change the disc. Just open the bonnet joint and slip on another disc holder with the desired disc.

No large inventory of replacements is necessary. All you have to carry is a few extra disc holders, which can be re-used indefinitely . . . and a supply of discs.

Crane No. 7 valves can be changed over from one service to another . . . from steam to gasoline, for example . . . merely by changing the *type* of disc. And Crane supplies the right disc for every service . . . in durable composition materials. See your No. 49 Crane Catalog, or send for Folder AD-1682.

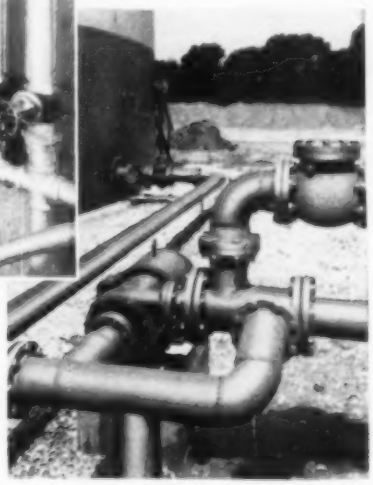
CRANE CO., 836 S. Michigan Ave., Chicago 5, Ill.
Branches and Wholesalers Serving All Industrial Areas

ONE ORDER TO CRANE COVERS ALL YOUR PIPING NEEDS . . . VALVES, FITTINGS, PIPE, ACCESSORIES



LINES TO NAPHTHA *and solvent pumps, equipped with Crane brass valves, screwed fittings, and pipe.*

GASOLINE RIVER TERMINAL *pumping system. Crane equipment includes 6-in. steel check valve, pipe, flanged and welding fittings.*



EVERYTHING FOR EVERY PIPING SYSTEM

CRANE

VALVES • FITTINGS • PIPE • PLUMBING AND HEATING

other products sold by Associated Lines division.

Eagle and Sunset distributors and dealers are launching an "aggressive" tire-tube sales program through 750 retail outlets in California, Washington and Oregon. J. Dave Sterling, president of Eagle and Sunset, has revealed that a prize bonus contest will be offered service station dealers to stimulate passenger car and truck tire sales.

Howard T. Swanson, special Associated Lines sales representative, has been assigned to work with Eagle and Sunset distributors in introducing the line and the Miller merchandising plan.

Oil Level Indicator

Some months ago a number of readers expressed interest in a paragraph which appeared here concerning an automatic dashboard oil level indicator, which was first introduced under the trade name of Oil-Spy. The manufacturer now advises that the trade name Oil-Cue has been adopted for this device in place of the name originally used. The amount of crankcase oil is measured by weight, and when the level is one quart low, an amber light shows on the dash. A red light shows if the level drops two quarts.

BARREL PUMPS

The same fine characteristics that contribute to the long, service-free life of Bennett Gasoline Pumps are inherent in an extensive line of Barrel pumps — Illustrated, Model 606, quart measuring.

JOHN WOOD COMPANY
BENNETT PUMP DIVISION

Muskegon, Mich. • Toronto, Ontario
Offices in Principal Cities

Makers of Bennett Gasoline Pumps, Eco Tire Meters, Islander Air-Water Units, Bennett Highboy Lube-Oil Dispensers, and Bennett Hand Transfer Pumps for petroleum distillates and lubricants, and alcohol.

Direction Signals

Direction signals must be here to stay judging by the number of manufacturers who are putting a packaged assembly on the market for installation on cars not factory-equipped with direction signals. A new one has just been announced which can be installed, so the manufacturer claims, for about $14. It is called the Parker Direct-A-Lite, and the complete set of parts, wiring and accessories comes packed in a carton. Company says the unit "connects directly to the car's present wiring system" in such a way that no drilling or soldering is required. A flashing electric counter display is also offered by the manufacturer for dealer use.

White Sidewall Cleaner

A household scouring pad which consists of fibers impregnated with soap has been promoted to some extent as a cleaning device for white sidewall tires. Some service station dealers have tried them out, but the pad has not been a heavy seller in oil industry TBA channels. Now the manufacturer has made a deal with Union Oil Co. which will permit Union Oil dealers to give a coupon good for one free scouring pad to buyers of white sidewall tires.

Contest Plugs Oil Filter Sales

It looks as if a lot of easy money could be made selling oil filter replacement cartridges. One of the major oil marketing companies staged a sales contest in its service stations in one community to find out how many filter replacements could be sold along with oil changes, just by inspecting and reporting the condition of the cartridge.

Here is what the company found at the conclusion of the campaign: out of 1,628 oil change jobs, there were 947 cars equipped with oil filters; 177 of the filters were O.K.; 770 filters needed new cartridges and a replacement was sold in 88% of the cases.

There may be no connection but it seems significant that just recently the design of the metal jacket for the Atlas oil filter replacement cartridge has been altered to provide what are termed "windows" or openings through which the condition of the cartridge can be readily observed by the service station operator and his customer.

New Windshield Cleaner

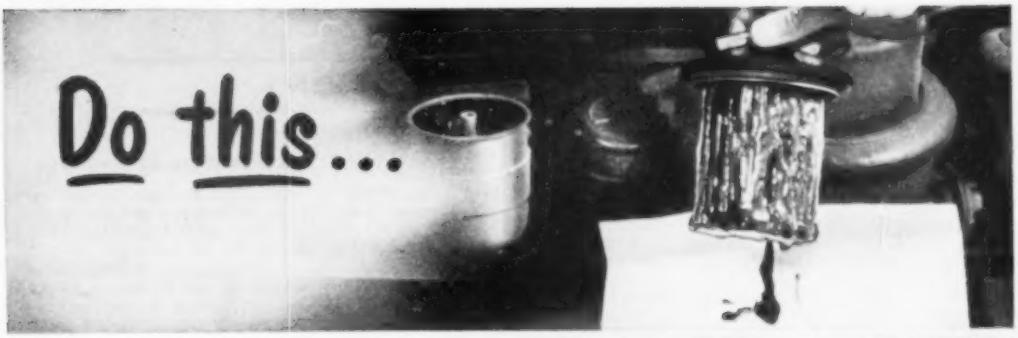
It seems that detergents of some kind are being combined with all kinds of products. The latest is an anti-fogging material for windshields, described by the manufacturer as a glass cleaner with the ability to clean and polish automobile glass and at the same time prevent dirt or fog from gathering on the cleaned surface too quickly.

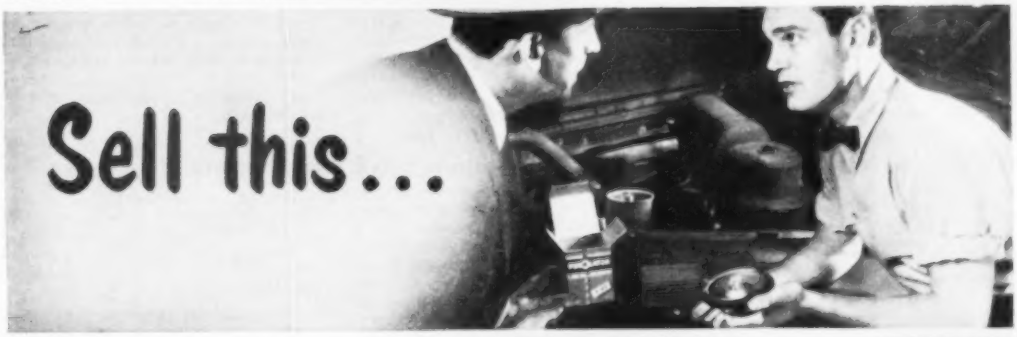
Brake Pedal Extension

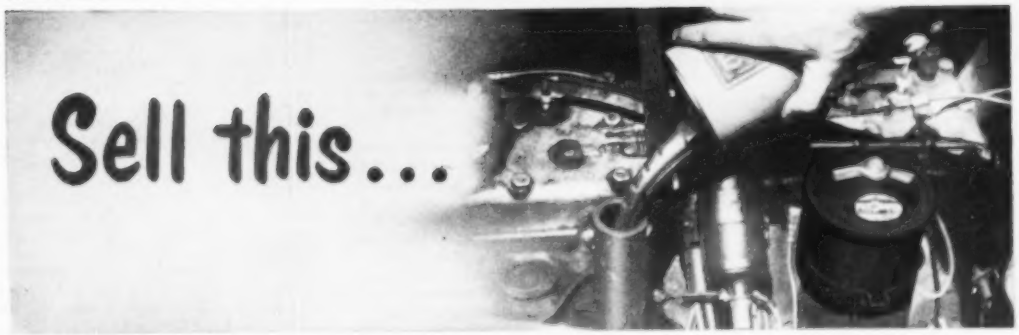
For those cars being built with only one foot pedal there is a new device on the market which will permit the driver to use either his right or left foot on the brake. Called a "2-Footer," it is a rubber-faced plate which clamps onto the brake pedal, thus providing an extension of the pedal area to the left. Because it is installed with only a screwdriver, it can be sold at service stations. At present, of course, its market is limited to those cars without a clutch pedal.

Changes at Auto-Lite Battery

Auto-Lite Battery Corp., Toledo, has appointed a new assistant sales manager, Daniel M. Sharpe, formerly division manager in Chicago. He succeeds H. H. Pete, whose death occurred earlier this year. The move entailed a series of other shifts in the Auto-Lite field organization, by which T. M. Birmingham was transferred from Atlanta to Chicago, replacing Mr. Sharpe; and M. J. Barber went from Detroit to Atlanta to replace Mr. Birmingham.







Get 2 sales—2 profits from each customer

Yes, it pays to push Purolator.

Not only is the Purolator* Micronic Oil Filter refill easy to sell once the motorist has been shown the mucked-up element from his own engine—but each filter sale usually means an oil sale too. *And that's good business* (*1 customer—2 sales—2 profits!*)

The Purolator Micronic* Oil Filter is the best advertised—and the best engineered. A specially designed element filters out abrasive, engine-wrecking particles . . . measured in microns (.000039 inch); its accordion-type construction gives up to 10 times the filtering area; it *leaves in* the important additives ordinary filters *take out*.

Yes, it's good business . . . *Check the filter when you check the oil.*

*Reg. U. S. Pat. Off.

PUROLATOR PRODUCTS, INC.
Rahway, N. J. and Toronto, Ontario, Canada

PUROLATOR
MICRONIC OIL FILTER
"FIRST IN THE FIELD OF FILTERING"

Why Wisconsin Jobbers Do Not Support OIIC—

MADISON, Wis.—The reason Wisconsin Petroleum Assn. refuses to back OIIC's public relations is told in an editorial in the August issue of the association's publication for members.

Basically, the state's jobbers feel large oil companies are "knifing" them, according to the editorial, which states its case in this way (partial text follows):

"During the past year, many jobber associations have gone on record by resolution or otherwise, as endorsing the OIIC program. This, the Wisconsin Petroleum Assn. has never done, and will not do until there is some indication on the part of the major supplying companies to institute some better industry relations.

"It is all well and good to say that the Independent jobber should go 'all out' and back the (OIIC) public relations program. But why should he when at nearly every turn he is being deprived of profitable business with industrial and commercial consumers?

"If, instead of knifing the jobber at every turn they (majors) would give him a break and allow him to just keep his present customers, there is no doubt but what the OIIC program would receive better support from the Independent marketers.

"If the API and the OIIC in particular are in earnest about wanting the support of the grass roots marketer . . . (they should) show him by actions, not words, that there is some (co-operative) industry relation . . ."

Jobbers Urge Passage Of Tax Refund Bill

RALEIGH, N. C.—North Carolina Oil Jobbers Assn. has joined forces with Nebraska Petroleum Marketers Assn. to push for approval by Congress of a bill that would provide for a refund of the federal tax paid on gasoline when the product is destroyed by fire or other casualty.

Such a bill has been introduced by Representative Curtis (R., Nebr.) in answer to protests of Nebraska jobbers against paying 1.5c federal tax on substantial gasoline stocks destroyed through floods during past several months.

Executive Secretary W. A. Parker of the North Carolina association is urging jobbers to write immediately to Chairman Doughton (D., N. C.) and other members of the House Ways and Means Committee to which the bill has been referred.

Writing in his association's bulletin, Mr. Parker pointed out that the North Carolina legislature saw "injustice" several years ago in forcing gasoline distributors to pay the state tax on product destroyed through no fault of the driver while being moved from terminal to bulk plant. Now, he said, it is no longer necessary for jobbers to include the state tax when computing the amount of insurance needed to cover loads.

Jobbers Warn of Controls

COLUMBUS, Ohio — Ohio Petroleum Marketers Assn. directors feel this way about government regulation of the oil industry:

Control of the nation's economy "should be limited in its extent to that only which is imperatively demanded by the military situation, present and prospective."

A statement to this effect, reflecting opinion of the directors, and signed by Eric Weber, president, has been sent to members of Congress now considering economic controls legislation.

Jobber Associations Have Busy Fall Meeting Slate

The summer slack in state jobber association meetings is drawing to a close, with a heavy schedule of conventions set for September and October. A total of ten meetings have been announced for those months.

State associations have been planning conventions well in advance. Indiana jobbers, for example have announced meetings for both October 1950 and 1951, while Wisconsin jobbers have their sights on a Milwaukee meeting in late February, 1952.

Following is a calendar of meetings announced for the remainder of 1950 and 1951:

1950

September — North Carolina Jobbers Assn., fall meeting, Blowing Rock, N. C., Sept. 4-5.

Florida Independent Petroleum Marketers Assn., Sheraton Plaza, Daytona Beach, Fla., Sept 8.

Michigan Petroleum Assn., fall meeting, Grand Hotel, Mackinac Island, Mich., Sept. 8-9.

Ohio Petroleum Marketers Assn., fall conference and golf tournament, Netherland Plaza Hotel, Cincinnati, Ohio, Sept. 20-21.

October—Indiana Independent Petroleum Assn., Inc., Hotel Severin, Indianapolis, Ind., Oct. 12-13.

Virginia Petroleum Jobbers Assn., fall convention, Cavalier Hotel, Virginia Beach, Va., Oct. 19.

Virginia Oil Men's Assn., Cavalier Hotel, Virginia Beach, Va., Oct. 20.

Alabama Petroleum Jobbers Assn., annual convention, Whitley Hotel, Montgomery, Ala., Oct. 24-25.

South Dakota Independent Oil Men's Assn., Aberdeen Civic Arena, Aberdeen, S. D., Oct. 24-25.

Pennsylvania Petroleum Assn., Inc., fall convention, The Pocono Manor Inn, Pocono Manor, Pa., Oct. 29-31.

November — Tennessee Oil Men's Assn., semi-annual meeting, Peabody Hotel, Memphis, Tenn., Nov. 26-28.

December — Nebraska Petroleum Marketers Inc., Hotel Paxton, Omaha, Nebr., Dec. 5-6.

1951

January—Kansas Oil Men's Assn., Lassen Hotel, Wichita, Kansas, Jan. 8-9.

Northwest Petroleum Assn., Hotel Nicollet, Minneapolis, Minn., Jan. 25-26.

February — Missouri Petroleum Assn., convention and trade exhibit, Hotel President, Kansas City, Mo., Feb. 5-7.

Kentucky Petroleum Marketers Assn., Hotel Brown, 25th annual meeting, trade show and convention, Louisville, Ky., Feb. 20-21.

Iowa Independent Oil Jobbers Assn., Inc., Hotel Fort Des Moines, Des Moines, Iowa, Feb. 22-23.

Wisconsin Petroleum Assn., 25th anniversary convention, exhibits, Hotel Schroeder and Milwaukee auditorium, Milwaukee, Wis., Feb. 27-28.

March—Indiana Independent Petroleum Assn., Inc., Hotel Severin, Indianapolis, Ind., March 8-9.

Texas Oil Jobbers Assn., Hotel Shamrock, Houston, March 9-10.

Illinois Petroleum Marketers Assn., Sherman Hotel, Chicago, Illinois, March 13-15.

Ohio Petroleum Marketers Assn., annual meeting and marketing exposition, Deshler-Wallick Hotel, Columbus, Ohio, March 20-22.

May — Empire State Petroleum Assn., Inc., Hotel Statler, Buffalo, N. Y., May 20-22.

September — Kansas Oil Men's Assn., Hotel Warren, Salina, Kans., Sept. 6.

October—Indiana Independent Petroleum Assn., Hotel Severin, Indianapolis, Ind., Oct. 13-14.

Industry's Small Marketers, Brokers Scramble for Tank Cars and Barges

Tight supply of available tank cars and barges has been hindering movement of petroleum products to meet heavy civilian demand, stepped up government purchases, and attempts of terminals to replenish fuel oil stocks which were depleted by earlier-than-normal filling of domestic fuel oil storage for winter.

A NATIONAL PETROLEUM NEWS survey shows:

Tank Cars—Smaller oil marketers and brokers appear hardest hit by shortage. Many larger oil companies are little affected unless they seek cars in addition to those maintained in regular movements.

Tank car shortage is attributed to:

1—War scare.

2—General increase in business.

3—Continued movement of seasonal products, coupled with earlier than normal filling of winter fuel oil storage.

4—Continued heavy movement of asphalt, shipments having been delayed by late spring and rain.

5—Demand to fill storage for fear of additional price increases.

6—Fear of possible government allocation.

7—Government buying, adding to tank car demand.

8—Decrease in supply of new tank cars. Builders say they cannot make operation profitable due to the fact that labor and material costs have trebled, and rail rates have remained comparatively low.

With gasoline and fuel oil movements overlapping, actual turnover of cars has been small, but refiners have been "prompt and reasonable" about releasing those cars which they no longer require when told of the dire needs of others, one tank car operating company reported.

Barges—Head of one oil company's barge operations said he "looks for some water terminals to have trouble in filling" in the weeks ahead. One large barge operating company predicted demand for barges to move oil products will be steady but that no distress will be evident until the Mississippi is closed to traffic about November.

Oil companies maintaining their own barge fleets and having additional barges under charter for the most part appear unaffected. The situation affects mostly spot movements, thus hitting small marketers and brokers hardest. No shortage of canal barges for moving crude was reported.

In its survey, NPN was told:

1—More barges are afloat now than ever before, even "old clunkers" being pressed into service to meet demand.

2—Barges usually are in short supply at this time of year, a period when consumers in the Upper Mississippi area are filling fuel tanks.

3—Larger volume of fuel oils must be moved by water now because some terminals which usually have a carryover, exhausted their light fuels inventories this spring.

4—Unprecedented demand for gasoline by barge has had barges busy all summer handling such traffic. It is estimated that movement of all products now is 10% above normal for this time of year.

ICC Eases '47 Finding In LP-Gas Proceeding

WASHINGTON — Interstate Commerce Commission's Division No. 2 has modified its decision of July 14, 1947, in proceeding known as Montana-Dakota Utilities Co. vs. Santa Fe Railway and others by deleting requirement for establishment of rates on LP-gas, in tank car loads, from Southwest U.S. to points in Michigan lower peninsula on basis prescribed in that decision.

Division said that in early decision it found that rates would be unreasonable to extent they exceeded or might exceed 110% of corresponding rates on gasoline, as prescribed by it in a previous case, plus general increases since authorized, applied to estimated weight of 4.7 lbs. per gal.

Later, division said, attention was directed, among other things, to fact that in previous case—Petroleum Rail Shippers Assn. vs. Alton & Southern Railroad—rates on gasoline had not been prescribed from Southwest to lower Michigan peninsula and in that respect defendant railroads were unable to comply with order in Montana-Dakota case. Effective date of order was postponed on petition of railroads and because of pendency of other cases, last postponement having been until Aug. 30, 1950.

Division said that in case known as "Liquefied Petroleum Gas, Southwest to Official Territory," decided last April 3, it approved as lawful basis of rates for application on LP-gas, in tank car loads, from Southwest to eastern points, so-called basic rates from and to these points in effect on June 30, 1946, increased 40%, subject to maximum of 25c per 100 lbs. plus general increases authorized on and after Dec. 5, 1946, and subject to estimated weight of 4.7 lbs. per gal.

Division said that, effective last June 19, approved basis was established to eastern territory, including points in lower Michigan peninsula.

Large Fuel Oil Terminal Opened on Potomac River

WASHINGTON—The new 900,000-bbl. deepwater terminal of L. P. Steuart & Bros., Inc. was opened last week at Piney Point, Md., when a Greek tanker docked there on Aug. 22 and began unloading more than 100,000 bbls. of fuel oil from the Dutch West Indies.

Located about 90 miles downstream on the Potomac River from the nation's Capital, the $2,500,000 terminal will not be fully completed for another six weeks, according to Curtis Steuart, company manager. He also plans on handling gasoline there, in conjunction with recently becoming exclusive distributor in the Washington area for California Oil Co. gasoline and RPM motor oil.

The opening was heralded with full-page ads in all four Washington newspapers on Aug. 24. Ads stressed that new terminal reduces Baltimore to Washington barge trip by 230 miles, giving greater assurance of fuel oil deliveries during winter months through frozen waters. Mr. Steuart said lower transportation costs would result in a decrease in prices for some of the fuel oil grades sold by the company.

Steuart's fuel oil storage in Washington totals about 190,000 bbls.

Plan New Crude Lines

Plans for construction of two crude oil pipe lines better than 1,000 miles in length each came to light the past week.

In Washington government help in getting steel was sought for construction of a 1,100-mile crude line from Monahans, Tex., in the Permian Basin to Los Angeles, backed by 50 Independent operators.

Plans have also been completed for a 1,080-mile common carrier crude line from Worland, Wyo., to Wood River area in Illinois. Backing the project are Continental, Ohio Oil, Pure, Sinclair and British-American Oil Co.

ABOUT OIL PEOPLE

Mr. Elliott

Mr. Spahr

Samuel H. Elliott will become general sales manager of Standard Oil of Ohio on Sept. 1.

Mr. Elliott, who is at present general manager of Sohio's transportation department, has been with the company since his graduation from Harvard Business School in 1929. He will assist A. A. Stambaugh, senior vice president and director of sales. He was with the company's service station department from 1931 until 1934 and was later named assistant manager of the pipe line department. Mr. Elliott was elected a vice president of Sohio in 1946 and in 1949 was appointed to the board of directors.

Prior to his entering Harvard, Mr. Elliott received a civil engineering degree from the University of Kansas, and for three years designed and built bridges in Kansas and New Mexico.

Charles E. Spahr, will succeed Mr. Elliott as manager of the transportation department. Mr. Spahr is now assistant manager of the department. He joined Sohio in 1939, and in 1945 was made Sohio's industrial relations assistant in the transportation department. He was made assistant to Mr. Elliott in 1946.

Mr. Spahr served during World War II as a major with the Services of Supply in the India-Burma theater, where he supervised the construction of a 3,500-mile emergency fuel pipe line.

• • •

A. R. Maulsby, Socony-Vacuum's sales promotion and sales training manager in Kansas and Missouri, has been made chairman of the Oil Industry Information Committee's western Missouri district.

• • •

C. E. Graham, El Paso Petroleum Co., El Paso, Tex., has recently completed construction of a truck service station terminal, and has plans under way for a new bulk plant.

Mr. Graham has served two terms as alderman of El Paso, and is a member of the El Paso Rotary club and Chamber of Commerce.

C. E. Graham, Jr., is manager of the company. He is a member of the Chamber of Commerce and the Junior Chamber of Commerce.

Mr. Graham, Sr. organized El Paso Petroleum in 1932.

• • •

Mr. Todd

E. H. Todd is now president of Calmara Oil Co., a subsidiary of California Standard.

Mr. Todd, who has worked for California Standard and its subsidiaries for 34 years, is administrative vice president of the California Oil Co. and the California Refining Co. He is also president of Pocahontas Terminal Corp.

Calmara Oil Co. with headquarters in New York City, is engaged in the marketing of crude oil and products from Venezuela and Saudi Arabia.

Mr. Todd was vice president of Calmara Oil before his recent promotion. He makes his home in Colonia, N. J.

• • •

Young Jobber

Harry J. Parrish, 28, manager of the Manassas Ice & Fuel Co., Manassas, Va., is getting plans under way for the construction of a new bulk plant and two new service stations. The company has recently added burner service and installation. Besides marketing oils and gasoline, it manufactures ice and handles coal.

Mr. Parrish started with Manassas Ice & Fuel in 1938 as a truck driver. He continued to work as a driver during summer vacations from high school and later, while attending the Virginia Polytechnic Institute.

In 1942, Mr. Parrish, then a junior at the institute, enlisted in the Army Air Corps as a private. A year later he became a cadet and went to the British Flying Training School at Clewiston, Fla., as one of 16 American boys representing the U. S. He received his wings and was commissioned a 2nd lieutenant in 1944. He was promoted to 1st lieutenant in 1945, while overseas in India flying 100 octane gasoline over the hump to China. Mr. Parrish was awarded the Distinguished Flying Cross and the Air Medal with one cluster.

Discharged in 1946, he went back to Manassas Fuel & Ice, where a few months later, he was made manager of the company.

Mr. Parrish believes his greatest problems as an oil jobber are co-ops and natural gas. He is also bothered by the high cost of real estate and says he is having trouble locating good sites at a reasonable price for the two new service stations.

Three prerequisites for a jobber, says Mr. Parrish, are: (1) keep your name before the public, (2) make personal contacts, and (3) keep your station accounts in good order.

He is a past president of the Kiwanis Club, having been the youngest president the club has ever had. He is also a member of the Masonic Lodge, the Chamber of Commerce, and is a reserve officer in the Army Air Force. Mr. Parrish is married, has a daughter two years old and a son just a month old.

Manassas Ice & Fuel Co. was organized in 1922 by Edgar G. Parrish. Formerly commission agent for Cities Service, Manassas Ice & Fuel began distributing Atlantic Refining products in 1947.

Mr. Rome

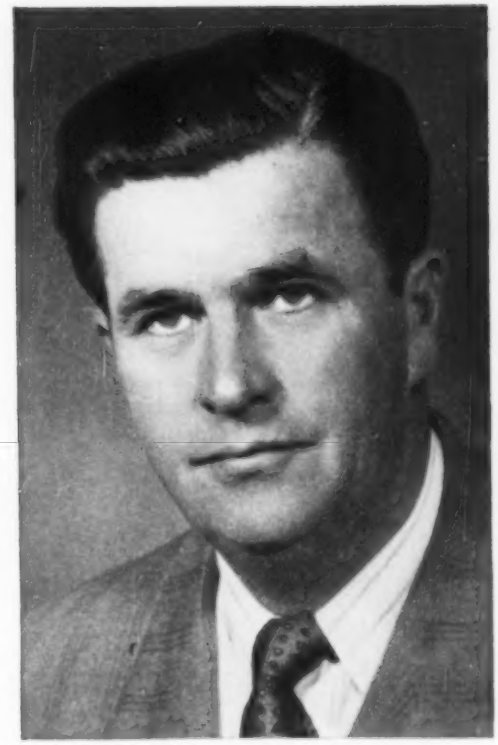
Mr. King

J. C. King, former manager of Esso Standard's Louisiana division, has been appointed marketing consultant for Esso Standard's southern region, which includes Virginia, North and South Carolina, Tennessee, Arkansas and Louisiana. Mr. King has been with the company 39 years.

P. V. Rome succeeds Mr. King as manager of the Louisiana division. Mr. Rome, who joined Esso Standard in 1919 as a tank wagon salesman, was former assistant manager of the Louisiana division.

H. J. Geiger, succeeds Mr. Rome. Mr. Geiger was former assistant division manager of the Arkansas division.

This Week Continental Oil Company Salutes . . .



Sulo Ylitalo

Itasca Oil Company, Bovey, Minnesota

No matter what kind of scenery he had at home, the newcomer to our land can find practically the same kind somewhere in the United States. That's why the Finnish parents of Sulo Ylitalo settled in Minnesota. For there the terrain and climate are very much like their own homeland.

Born in Floodwood, Minn., the boy Sulo spent his early days very much like any farmer's son . . . going to school, working hard on the farm and spending every minute of his limited spare time at winter sports, hunting and fishing.

Mr. Ylitalo got into the oil marketing business as a warehouseman and truck salesman in Cloquet, Minnesota. It took only a few months for his liking for hard work to bring him to the attention of the owners, and in practically no time he was general manager of the company.

But while the Ylitalos were finding scenery in America that reminded them of home, they found something else here that they couldn't find anywhere else in the world. That was the freedom of individual initiative that is the bedrock of American industry.

Mr. Ylitalo decided to try out this thing that was unique to America. He decided to set up his own business.

On the records, it was a bad time for it. The year was 1945. Gasoline rationing was still on. The best he could do for transportation was a ten-year-old truck. And what seemed the most promising locality—Bovey, Minnesota—was a town where he was a complete stranger.

These things were bad enough. Mr. Ylitalo decided not to further hamper his efforts by trying to sell a local product. His experience had shown him that it's easier to sell a nationally advertised product. He thought that since he was going on his own in a strange area, he'd better find some way to draw on the experience of men who had sold petroleum products over a wide territory during long years of sales work. And he needed the extra business that would be sent to his dealers' stations by the Conoco Touraide.

That's why for his own company, he chose to distribute Conoco Products.

Mr. Ylitalo worked . . . and so did the plan. The popularity of Mr. Ylitalo and Conoco Products in Bovey have increased every year. Today he is a member of the Lions Club, the Commercial Men's Club, the Chamber of Commerce, the Loyal Order of Moose and the Masonic Order. The home he has provided for his wife and three children is one of the most attractive in town. And the security of the family looks mighty good.

So to you, Sulo Ylitalo, Continental Oil Company says *me nostamme hattua teille* . . . "we lift our hats to you." To you, and the thousands of other independent oil jobbers in America, Continental expresses its pride and gratitude for making our company, and the entire oil industry, outstanding in American business.

And we'd like to have more Conoco Jobbers like Mr. Ylitalo. Are you interested in building up your own business with these nationally advertised products? Then please write to the Continental Oil Company division office nearest you, or to Ponca City, Oklahoma. And if you are beyond reach of Continental's gasoline supply, we would like to help you build a bigger lubricating oil volume with the spectacular Conoco Super Motor Oil.

Advertisement

Attending National Oil Jobber Council sessions at St. Louis recently were (reading from front to back in all cases):

LEFT TABLE, LEFT ROW, Harry B. Hilts (N. Y.), J. A. Dennis (Iowa), Ralph Brandon (La.), John H. White (S. C.), W. L. Heinz (S. C.), Dale E. Andrews (Wis.), R. E. Buncutter (Va.), Jack Mabee (Wyo.), Gilbert S. Campbell (Va.), E. D. Catterton (Va.), C. C. Abercrombie (Kans.), J. E. Stevens (Pa.), R. H. Green (Ark.).

LEFT TABLE, RIGHT ROW, John Rupp (Mo.), E. Keith Edwards (Ill.), C. K. Elliott (Ark.), J. E. Cox (Ark.), Roy B. Odom (Ala.), L. E. Moody (Ala.), John Wynn (Ga.), R. G. Johnson (Ark.), A. M. Heringer (Ark.), John Schultz (Iowa), E. F. Bock (Iowa).

RIGHT TABLE, LEFT ROW, J. F. Cummins (Tenn.), Robert R. Moore (Ind.), Morris Parker (Ind.), Miles Mills (Iowa), Fred Stokes (Ky.), T. R. Turner (Ind.), J. E. Adrian (S. D.), George Hofmayer (Tex.), E. K. Bennett (Tex.), M. E. Traylor (Tex.).

RIGHT TABLE, RIGHT ROW, Everett Whetstine (Mo.), Robert W. Hadlick (Mo.), F. L. Whiteley (Mo.), Henry W. Ballance (Ky.), B. Bruce Cook (Ark.), Herbert L. Clay (Ky.), G. Dudley Givens (Ky.), Claude Blevins (Ark.), W. Tom Jones (Ala.), Kenneth King (Wis.), Roby E. Taylor (N. C.), W. A. Parker (N. C.).

STANDING (to rear, left to right) John Harper (N. Y.), John L. Bero (Minn.), and H. F. Horning (N. D.).

A. W. (Johnnie) Porter, executive secretary of the Arkansas Butane Dealers Assn., is now also working for the Arkansas Independent Oil Marketers Assn. on a limited basis.

Mr. Porter has been secretary of the Arkansas Butane group since 1946. Prior to that time, he was executive secretary of the University of Arkansas alumni association and also was baseball coach at the university. He later became sports editor of the *Southwest-Times Record* of Forth Smith, Ark.

R. H. Green, Little Rock, Ark., is president of the Arkansas Independent Oil Marketers Assn., and **B. Bruce Cook,** North Little Rock, Ark., is secretary-treasurer.

Noel M. Fillastre has been appointed assistant controller in charge of marketing accounting for Esso Standard.

• • •

L. L. Cox, Mid-Continent Petroleum Corp., has been elected chairman of the Illinois Petroleum Industries Committee.

• • •

William J. Hanna, chief oil dispatcher for Gulf, retired Aug. 1, after more than 47 years with that company. Mr. Hanna is the oldest Gulf annuitant.

He started as a stenographer-bookkeeper at the age of 17, for the J. M. Guffey Co., Philadelphia. He remained with that company and its successor, Gulf Oil, as marine agent and assistant superintendent of the bulk plant. He was transferred to Gulf's New York office in 1925 and the position of chief oil dispatcher was created for him in 1944.

Stanwood Howes succeeds Mr. Hanna.

• • •

J. H. Russell, a vice president of Gulf Oil, will now head the company's crude oil purchasing and pipe line transportation departments, which were recently made separate and primary divisions of Gulf.

Ben C. Belt has been made vice president in charge of crude oil production for Gulf, succeeding Mr. Russell.

A. L. Weil, former president of General Petroleum, has been elected president of the Commission for the Reorganization of Los Angeles city government, also known as the little Hoover Commission.

* * *

Charles Esch has been made division sales manager for Kendall Refining's Detroit division.

Mr. Esch has been with Kendall since 1945, and until his recent appointment, served as sales engineer.

* * *

C. M. "Bud" Fisher and **O. A. "Ole" Hansen**, Lone Star Oil Co., Fullerton, Calif., have completed construction of two service stations in Buena Park, Calif., and La Habra, Calif. They recently began distributing Hancock products.

Mr. Fisher and Mr. Hansen formed the Lone Star Oil Co. four years ago.

* * *

A new member of the Indiana Independent Petroleum Assn., is **Paul Menaugh**, Bedford, Ind.

* * *

G. G. McKenzie, Cleveland district manager for Shell Oil, **L. E. Ashby**, Canfield Oil, Cleveland, **J. W. Kasmark**, Gray Co., Cleveland, and **R. R. Tisdall**, the Ameo Corp., Cleveland are on the committee of the Cleveland Petroleum Club's annual clambake, to be held Sept. 12, at Sleepy Hollow Golf Club, Cleveland.

* * *

J. H. MacLeod, Baltimore, assistant division manager, Esso Standard, has been made chairman of the Maryland Oil Industry Information Committee.

* * *

Ray Pentz, previously with Refiners Petroleum Co. and Alton railroad for 27 years, has joined Consumers Co., Chicago, to handle tank car fuel oil sales.

* * *

Mr. Saurino

Benedict Saurino, manager of Sun Oil's statistical research department, has been appointed by Governor Duff of Pennsylvania to head a 15 member State Economic Research Council.

The council's purpose will be to make recommendations "for improving the usefulness, timeliness and coverage of the state's statistical services, to report on the feasibility of collecting essential data not obtainable from state government or private sources."

Mr. Saurino was recently appointed chairman of the United States Chamber of Commerce's committee on business statistics.

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Marshall Hull (below stage) district representative for Indiana Standard, Cheyenne, Wyo., congratulates Paul Duddy (on stage) Atlas representative at Cheyenne, for a skit given by Colorado Standard of Indiana players for Wyoming Standard of Indiana dealers at Cheyenne. Show outlined ways to welcome tourists so they will come back to Rocky Mountain area. Troupe of Indiana Standard players includes (left to right): Joe Simpson, special representative—Northern Colorado at Denver; Paul Pilkington, special representative—training at Denver; Russell Schumacher, consumer salesman at Canon City, Colo.; Charles Palmer, assistant personnel manager at Denver; Ralph Dunn, special representative-southern Colorado at Denver; Mitchell Godsman, assistant construction superintendent at Denver; and Tom O'Malley, special representative-specialty products at Denver

COMING MEETINGS

SEPTEMBER

North Carolina Jobbers Assn., fall meeting, Blowing Rock, N. C., Sept. 4-5.

Florida Independent Petroleum Marketers Assn., Sheraton Plaza, Daytona Beach, Fla., Sept. 8.

Michigan Petroleum Assn., fall meeting, Grand Hotel, Mackinac Island, Mich., Sept. 8-9.

Oil Industry Information Committee, meeting, Traymore Hotel, Atlantic City, N. J., Sept. 11-12.

National Petroleum Assn., Hotel Traymore, Atlantic City, N. J., Sept. 13-15.

American Petroleum Institute, lubrication committee, Hotel Traymore, Atlantic City, Sept. 14.

National Truck Tank and Trailer Tank Institute, Three Lakes, Wis., Sept. 14-15.

National Butane-Propane Assn., annual convention, Hotel Hollenden, Cleveland, Ohio, Sept. 18-19.

Ohio Petroleum Marketers Assn., annual fall conference and golf tournament, Netherland Plaza Hotel, Cincinnati, Ohio, Sept. 20-21.

Midwestern Oil Industry TBA regional conference, Chase Hotel, St. Louis, Mo., Sept. 21-22.

OCTOBER

Independent Petroleum Association of America, annual meeting, Jefferson Hotel, St. Louis, Mo., Oct. 2-3.

Independent Oil Compounders Assn., annual convention, Hotel Continental, Kansas City, Mo., Oct. 6-7.

Indiana Independent Petroleum Assn., Inc., Hotel Severin, Indianapolis, Ind., Oct. 12-13.

Oil Progress Week, Oct. 13-21.

NOVEMBER

American Petroleum Institute, 30th annual meeting, Biltmore Hotel and The Ambassador, Los Angeles, Calif., Nov. 13-16.

Edward F. Morrill has been elected president of the Mid-Valley Pipeline Co. **William C. Kinsolving**, former president, has been made chairman of the board of directors. Mr. Morrill has been a vice president of the company since its organization in 1949.

On Oct. 1, the company's headquarters will be moved from St. Louis to Longview, Tex.

* * *

J. S. Worden, formerly manager of operations of Texaco's refining department, New York, has been appointed general manager of the refining department, New York, succeeding **G. R. Bryant**, who was recently made a vice president.

Other changes in the refining department at Texaco:

W. B. Logan, formerly assistant manager of refining operations, has been made manager.

F. H. Holmes, formerly general superintendent of the Port Arthur works, succeeds Mr. Logan as assistant manager.

T. A. Mangelsdorf, formerly superintendent of the Lockport, Ill., works is now general superintendent of the Port Arthur works replacing Mr. Holmes.

H. S. McCray, formerly superintendent of Lawrenceville, Ill. works has been made superintendent of the Lockport, Ill. works.

H. A. Lord, formerly assistant general superintendent of the terminal division, New York, is now superintendent of the Lawrenceville works.

* * *

A. W. Peake, president of Indiana Standard, and **Arthur E. Pew, Jr.**, a director of Sun Oil, are two of the seven members of a unique club. Called the Grande Romaine Club of Gethsemani, Quebec, the members not only catch their own fish, but pack them in cans—complete with label, giving date of catch and by whom.

They recently wrote to *Fortune* magazine for permission to reprint the cover of an issue of that magazine to use as a label design for their canned fish. The cover was a picture of an elegant salmon (a painting by John Atherton). Permission was granted—and a statement to that effect appeared in *Fortune*, July, 1950.

* * *

R. J. Denkoff has been made terminal operations manager for Ruan Transport Corp.'s 11 midwestern petroleum transport terminals. Mr. Denkoff has been with Ruan since 1943.

* * *

Charles B. Karns, Esso Standard's Pittsburgh Grease Works manager, has been made treasurer of the National Lubricating Grease Institute. Mr. Karns succeeds **Ernest V. Moncrieff**, Swan-Fitch Oil Co., New York City.

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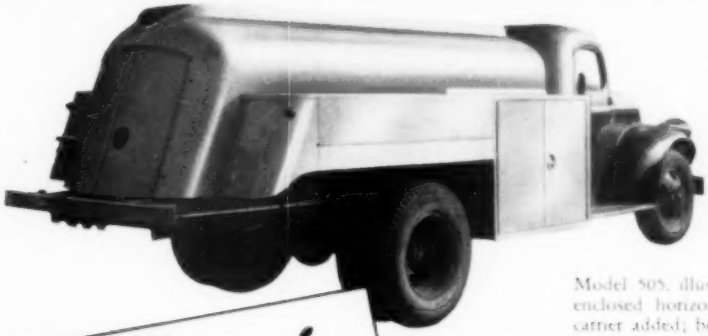

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